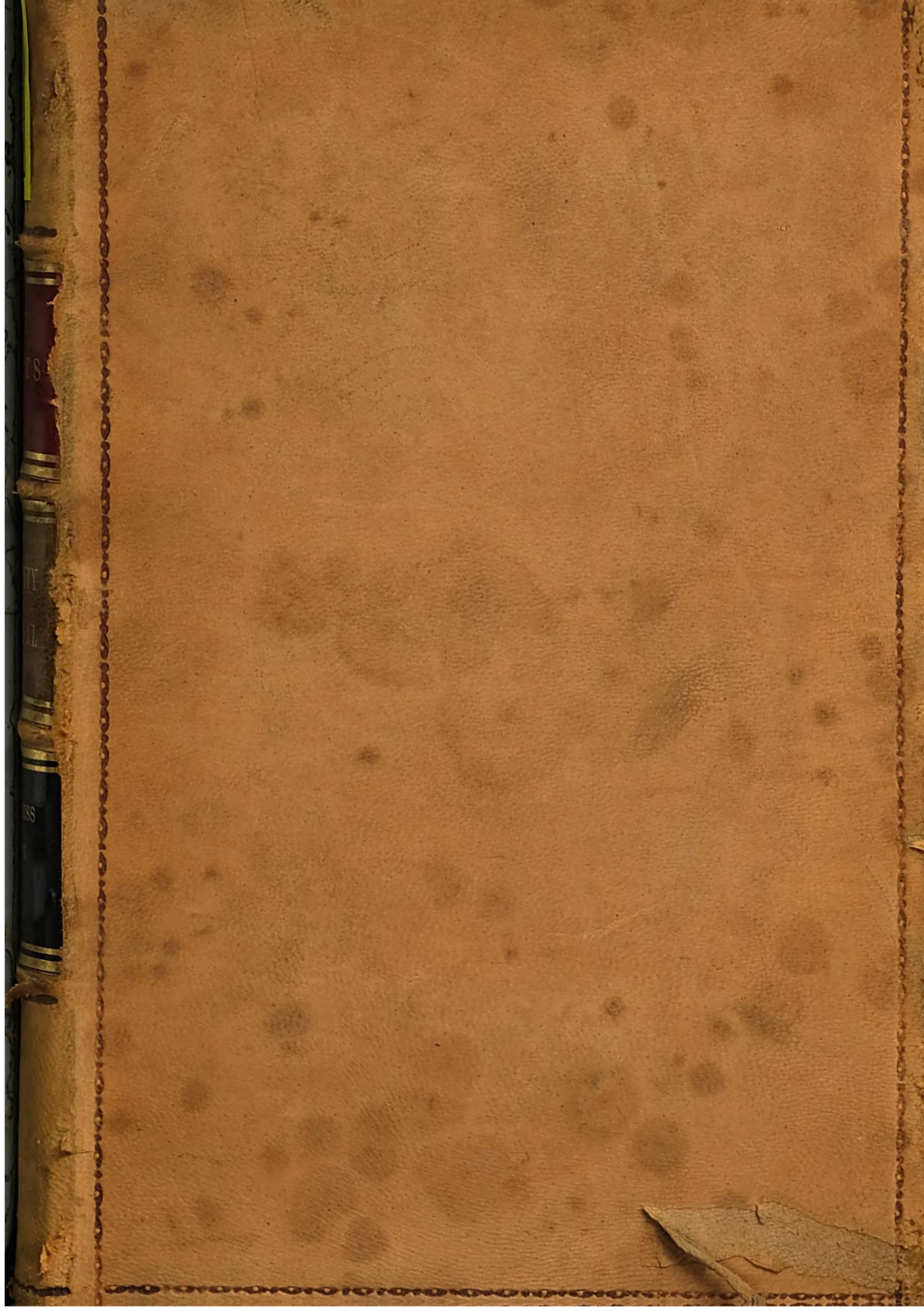




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REPORT

OF THE

COMMITTEE ON WAYS AND MEANS

CONCERNING

RECIPROCITY AND COMMERCIAL TREATIES.

JUNE 6, 1896.—Submitted by Mr. HOPKINS, from the Committee on Ways and Means, and ordered to be printed

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I.

INTRODUCTORY.

The Committee on Ways and Means, to which was referred sundry bills and resolutions relating to reciprocity agreements, commercial treaties, and retaliation against unjust and unnecessary restrictions imposed upon the foreign commerce of the United States, having, by direction of the House, carefully investigated the subjects referred to, submit the following report:

In order that they might give more intelligent consideration to the subjects referred to them, your committee, by public announcement and otherwise, invited representatives of the various arts, industries, and occupations interested to appear before them for the purpose of making statements and explanations concerning the present condition of the export trade of the United States, and the legislation necessary to promote its extension and prosperity. The statements and explanations of these gentlemen, which are both interesting and important, are published herewith. For the purpose of ascertaining the sentiments and suggestions of those who are directly interested in the subjects under consideration, your committee also caused circulars of inquiry to be printed and forwarded to merchants engaged in the export trade, to manufacturers in different sections of the country who produce articles for export and have made active efforts to introduce and extend the sale of their products in foreign markets, and to commercial and industrial associations in the United States. The replies received are published herewith.

It will be observed that there is a remarkable unanimity in the sentiments expressed concerning the value and results of the reciprocity arrangements negotiated with certain countries and colonies under the authority of section 3 of the tariff act of 1890 and the disastrous effect of their repeal. It will also be noticed that the commercial and industrial interests of the United States, as thus represented, without political distinction, are almost without exception anxious that such arrangements shall be renewed and negotiated with other nations, and that the reciprocity policy be permanently adopted in future legislation affecting the tariff and the foreign commerce of this country.

II.

HISTORY OF THE RECIPROCITY POLICY.

The active endeavor to extend the export trade of the United States in the Latin-American Republics and colonies by means of reciprocity treaties was inaugurated by President Arthur in 1882, when Gen. Ulysses S. Grant and William Henry Trescot, representing this Government, and Matias Romero and Estanislao Cañedo, representing the Republic of Mexico, negotiated a treaty under which certain merchandise from the United States was to be admitted free of duties into Mexico, and certain products of that country were to be admitted free into the United States. But the Congress of the United States failed to enact the legislation necessary to carry it into effect, and the treaty expired by limitation upon the 20th of May, 1887.

In 1884, John W. Foster, then minister to Spain, negotiated a similar treaty with that Government, acting in behalf of its American colonies, Cuba and Puerto Rico. A third treaty was negotiated by Mr. Frelinghuysen, then Secretary of State, with Don Manuel J. Galvan, a plenipotentiary appointed for that purpose by the Government of Santo Domingo. Both of these treaties failed to receive the sanction of the Senate of the United States.

THE SOUTH AMERICAN COMMISSION.

During the same year, 1884, under the authority of Congress, President Arthur appointed a commission "to ascertain the best modes of securing more intimate international and commercial relations between the United States and the several countries of Central and South America." This commission was composed of George H. Sharpe, of New York, Thomas C. Reynolds, of Missouri, and Solon O. Thacher, of Kansas, with William E. Curtis as secretary. Mr. Sharpe having resigned in March, 1885, Mr. Curtis was appointed by President Cleveland to succeed him.

This commission visited the several American Republics with instructions (1) to ascertain by inquiry the opinion of merchants actually engaged in trade concerning the most practicable means of promoting commerce with the United States; (2) to confer with the several Governments as to the advisability of holding an international American conference, and obtain their views as to what topics should be discussed at such a gathering; and (3) to initiate reciprocity treaties similar to those already arranged with Mexico and Spain, with such of the American Republics as desired to enter into negotiations for that purpose.

The commission returned to Washington and made its report (House Ex. Doc. No. 226, Forty-eighth Congress, second session, and House Ex. Doc. No. 50, Forty-ninth Congress, first session). With a single exception, the Governments visited expressed not only a willingness, but a desire to enter into reciprocal arrangements with the United States, and in several cases a definite understanding was reached and protocols exchanged.

The commission recommended that an international conference be held in Washington, to which all of the Republics visited had consented to send delegates, and a list of topics for consideration was submitted. A bill was passed by Congress to carry out that recommendation, and on the 20th of May, 1888, became a law without the approval of the President. The conference met at Washington in October, 1889, all of the independent American nations being represented except Santo Domingo.

RECIPROCITY TREATIES RECOMMENDED.

Among other topics announced for discussion was "Measures toward the formation of an American Customs Union, under which the trade of American nations with each other shall, so far as possible and profitable, be promoted." This was referred to a committee, which, after due consideration, reported that the systems of taxation and the condition of the public revenues of the Latin-American Republics made such a customs union as had been proposed, that is, a free interchange of merchandise, impracticable; but recommended the negotiation of commercial treaties embracing mutual tariff concessions, so far as could be done without impairing the revenues necessary to sustain their several Governments.

On the 19th of June, 1890, Mr. Blaine, Secretary of State, handed this report and recommendation to the President with a letter, in which he said:

Fifteen of the seventeen Republics with which we have been in conference have indicated, by the votes of their representatives in the International American Conference, and by other methods which it is not necessary to define, their desire to enter upon reciprocal commercial relations with the United States; the remaining two express equal willingness, could they be assured that their advances would be favorably considered.

The last clause of this paragraph refers to Chile and the Argentine Republic, whose chief export is wool. They would enter into reciprocity treaties with the United States only upon the condition that wools of the coarser grades be admitted free into the United States, or at a ratio of duty considerably below the then existing tariff on that article.

MR. BLAINE'S RECOMMENDATIONS.

"To escape the delay and uncertainty of treaties," Mr. Blaine suggested "an amendment to the pending tariff bill authorizing the President to declare the ports of the United States free to all the products of any nation of the American hemisphere upon which no export duties are imposed, whenever, and so long as, such nations shall admit to its ports free of all national, provincial (State), municipal, and other taxes, our flour, corn meal, and other breadstuffs, preserved meats, fish, vegetables, and fruits, cotton-seed oil, rice, and other provisions, including all articles of food, lumber, furniture, and other articles of wood, agricultural implements and machinery, mining and mechanical machinery, structural steel and iron, steel rails, locomotives, railway cars and supplies, street cars, and refined petroleum.

"I mention these particular articles because they have been most frequently referred to as those with which a valuable exchange could be readily affected. The list could no doubt be profitably enlarged by a careful investigation of the needs and advantages of both the home and foreign markets.

"The opinion was general among the foreign delegates that the legislation herein referred to would lead to the opening of new and profitable markets for the products of which we have so large a surplus, and thus invigorate every branch of agricultural and mechanical industry."

In conclusion the Secretary of State observed: "Of course the exchanges involved in these propositions would be rendered impossible if Congress, in its wisdom, should repeal the duty on sugar by direct legislation, instead of allowing the same object to be attained by the reciprocal arrangements suggested."

THE MESSAGE OF PRESIDENT HARRISON.

This letter was forwarded to Congress by the President, with the following message:

To the Senate and House of Representatives:

I transmit herewith, for your information, a letter from the Secretary of State, inclosing a report of the International American Conference, which recommends that reciprocal commercial treaties be entered into between the United States and the several other Republics of this hemisphere.

It has been so often and so persistently stated that our tariff laws offered an insurmountable barrier to a large exchange of products with the Latin-American nations that I deem it proper to call especial attention to the fact that more than 37 per cent of the products of those nations sent to our ports are now admitted free. If sugar is placed upon the free list, practically every important article exported from those states will be given untaxed access to our markets, except wool. The real difficulty in the way of negotiating reciprocity treaties is that we have given freely so much that would have had value in the mutual concessions which such treaties imply. I can not doubt, however, that the present advantages which the products of these near and friendly states enjoy in our markets—though they are not by law exclusive—will, with other considerations, favorably dispose them to adopt such measures, by treaty or otherwise, as will tend to equalize and greatly enlarge our mutual exchanges.

It will certainly be time enough for us to consider whether we must cheapen the cost of production by cheapening labor, in order to gain access to the South American markets, when we have fairly tried the effect of established and reliable steam communication and of convenient methods of money exchanges. There can be no doubt, I think, that with these facilities well established and with a rebate of duties upon imported raw materials used in the manufacture of goods for export, our merchants will be able to compete in the ports of the Latin-American nations with those of any other country.

If after the Congress shall have acted upon pending tariff legislation it shall appear that, under the general treaty-making power or under any special powers given by law, our trade with the States represented in the conference can be enlarged upon a basis of mutual advantage, it will be promptly done.

BENJ. HARRISON.

EXECUTIVE MANSION, *June 19, 1890.*

THE RECIPROCITY SECTION IN THE ACT OF 1890.

In response to these recommendations the Fifty-first Congress embodied in the tariff act of 1890 a provision familiarly known as the reciprocity section, which reads as follows:

That with a view to secure reciprocal trade with countries producing these articles; and for this purpose, on and after the first day of July, 1892, whenever, and so often as the President shall be satisfied that the Government of any country producing and exporting sugars, molasses, coffee, tea, hides, raw and uncured, or any of such articles, imposes duties or other exactions upon the agricultural or other products of the United States, which in view of the free introduction of such sugar,

molasses, coffee, tea, and hides into the United States he may deem to be reciprocally unequal and unjust, he shall have the power and it shall be his duty to suspend, by proclamation to that effect, the provisions of this act relating to the free introduction of such sugar, molasses, coffee, tea, and hides, the production of such country, for such time as he shall deem just, and in such case and during such suspension duties shall be levied, collected, and paid upon sugar, molasses, coffee, tea, and hides the product of or exported from such designated country as follows, namely:

All sugars not above number thirteen Dutch standard in color shall pay duty on their polariscopic test as follows, namely:

All sugars not above number thirteen Dutch standard in color, all tank bottoms, sirups of cane juice or of beet juice, melada, concentrated melada, concrete and concentrated molasses, testing by the polariscope not above seventy-five degrees, seventenths of one cent per pound; and for every additional degree or fraction of a degree shown by the polariscope test, two hundredths of one cent per pound additional.

All sugars above number thirteen Dutch standard in color shall be classified by the Dutch standard of color and pay duty as follows, namely: All sugar above number thirteen and not above number sixteen Dutch standard of color, one and three-eighths cents per pound.

All sugar above number sixteen and not above number twenty Dutch standard of color, one and five-eighths cents per pound.

All sugars above number twenty Dutch standard of color, two cents per pound.

Molasses testing above fifty-six degrees, four cents per pound.

Sugar drainings and sugar sweepings shall be subject to duty either as molasses or sugar, as the case may be, according to polariscopic test.

On coffee, three cents per pound.

On tea, ten cents per pound.

Hides, raw or uncured, whether dry, salted, or pickled, Angora goatskins, raw, without the wool, unmanufactured, asses' skins, raw or unmanufactured, and skins, except sheepskins, with the wool on, one and one-half cents per pound.

NEGOTIATIONS WITH BRAZIL FOR RECIPROCITY.

Immediately after the passage of this measure, diplomatic negotiations that had been interrupted by the tariff agitation in Congress were resumed. It may be said that such negotiations, with special plenipotentiaries from the Emperor of Brazil, had been commenced as early as August, 1889, and that upon the establishment of the Republic were immediately renewed. It was not long, therefore, before an arrangement was concluded under which the Brazilian Government authorized the admission into its ports, free of all duties, the products of the farms and mines of the United States, all forms of machinery and railway supplies, agricultural implements, labor-saving machinery, and a considerable number of other articles; and the admission of a long list of other manufactured articles, including wearing apparel, hardware, preserved meats, fruits and vegetables, lard, dairy products, lumber, furniture, wagons, and carriages, at a rate of duty 25 per cent less than that imposed upon similar articles imported from other countries.

A similar arrangement was shortly after made by John W. Foster, representing the Secretary of State, with the Governments of Spain, acting for her American colonies, Cuba and Puerto Rico, with the Republics of Santo Domingo, Guatemala, Salvador, Costa Rica, and Nicaragua, and with the British colonies of Jamaica, Trinidad, Barbadoes, Guiana, the Leeward Islands, and the Windward Islands. Arrangements were also made with Germany and Austria, under which, in consideration for the free admission of their beet sugar into the United States, the agricultural products from this country were admitted into German and Austrian ports at largely reduced rates of duty. The discrimination in favor of the products of the United States amounted to 30 per cent on wheat, rye, hops, flour, and all other mill products; 37½ per cent on oats; 33½ per cent on game; 20 per cent on corn and lumber; 25 per cent on pulse, timber, and fresh meat; 15 per cent on pork and butter, and corresponding rates upon other articles.

ATTEMPT TO NEGOTIATE AN ARRANGEMENT WITH FRANCE.

A reciprocity arrangement was also negotiated with the Government of France under which a long list of our products were to be admitted free or at reduced rates of duty into the French Republic and colonies in exchange for the free admission of beet sugar, hides, coffee, and other French products into the United States. But there was a great deal of trouble and delay because of a discrepancy in the statistics, and the French Chambers declined to approve the convention. According to their figures, they surrendered duties upon imports to the value of 9,192,000 francs, and we gave in exchange duties on only 7,320,575 francs, although, according to our figures, which were accepted by the French minister in making the negotiations, there was very little difference.

Mr. Whitelaw Reid, who was then our minister at Paris, offered to compromise by accepting our returns as to imports from France into the United States and French returns as to imports from the United States into France, and the minister of commerce was willing to accept this solution, but the agrarian element in the Chamber of Deputies was very suspicious, and debated the question until the present Administration came into power in the United States, when the efforts to secure advantages for our products in the French markets culminated in the passage of a law authorizing the application of the minimum tariff of France to the following products and merchandise of the United States: Canned meats, fruits dried or pressed with the exception of raisins, fresh table fruit, dried apples and pears, hops, barrel staves, paving blocks, rough common wood, squared or sawed.

THE TARIFF SYSTEM OF FRANCE.

The schedule of articles included in the commercial arrangement originally agreed upon was very much more extended and applied to the Republic of France and to all her colonies alike.

The tariff system of France consists of two scales of rates—one called the general tariff, which is applicable to all countries in common; the other, called the minimum tariff, which is only applicable to countries which, by treaties with France, are entitled to the benefit of its lower rates. The difference between the two rates is usually 25 per cent.

The following is a list of the articles included in the original arrangement: Timber in the rough and sawed and squared, lumber, staves and other cooperage supplies, clapboards, lumber for packing boxes, canned meats, table fruits of all kinds, cider fruits of all kinds, grapes for wines, dried apples, pears, and peaches, plums and other dried fruits, prunes and plums, wines.

The most important items in this list are lumber and timber, of which we send about two and a half million dollars' worth annually to France and her colonies; canned meats, of which our exports reach four millions, and dried fruits. The list might be considerably enlarged if, in the negotiation of another arrangement, a longer list of the products of France and her colonies might be taken into consideration as well as coffee, sugar, and hides.

An earnest effort was made to obtain a mitigation of the present needless inspection of American pork as a part of the reciprocity arrangement, but nothing definite was secured further than an assurance that if the existing systematic and scientific inspection in the United States was continued the French regulations would be modified so as not to obstruct commerce.

Since that time France and Russia have entered into a reciprocity treaty under which the duty on crude petroleum from Russia is reduced to 9 francs per 100 kilograms; on refined, 9 francs per 100 liters; on lubricating oils and other products of petroleum, 9 francs per 100 kilograms.

In exchange for this Russia made a very liberal reduction in her duties upon a long list of articles exported from France. There was a 15 per cent reduction upon confectionery, condiments of all kinds, preserved fruits and vegetables, a 10 per cent reduction on liquors and brandies, 10 per cent upon machinery, 25 per cent on agricultural implements and machinery, 20 per cent upon knitted goods, from 10 to 15 per cent on all forms of wearing apparel, and similar reductions on many other articles.

COLOMBIA.

The Republic of Colombia was the most reluctant of all the countries with which reciprocity arrangements were attempted. Shortly after the approval of the tariff act of 1890 circulars were sent to the representatives of foreign governments at Washington, calling their attention to section 3 and inviting correspondence with a view to the application of the principles to their trade with the United States. At the same time the minister of the United States at Bogota, Mr. John T. Abbott, was directed to approach the minister of foreign affairs and make known to him the friendly desire of the Government of the United States respecting commercial intercourse between the two countries and the hope that there might be a convention arranged that would be profitable to both upon the basis of that legislation.

No notice having been taken of these suggestions, Mr. Blaine again called the attention of Mr. Hurtado, the Colombian minister at Washington, to the matter, and informed him that "our minister at Bogota reports that all his efforts in the direction indicated have been without success, and there is no present prospect of an agreement on the subject. It is deeply regretted by the President that his invitation to the Government of Colombia has not been responded to in the same conciliatory spirit."

Hearing nothing from this, Secretary Blaine, under date of January 7, 1892, notified the Colombian minister that "unless some satisfactory commercial arrangement is entered upon between the Government of the United States and the Government of Colombia on or before the 15th of March, 1892," the President would be compelled to issue a proclamation reimposing duties upon sugar, molasses, coffee, tea, and hides imported from Colombia into the United States.

COLOMBIA INVOKES AN OLD TREATY.

Mr. Hurtado then appealed to the treaty of amity, commerce, and navigation entered into in 1846, under which he claimed the commerce of Colombia was entitled to all the privileges which the United States might concede to other nations, and "especially to all favors and grants touching import duties on merchandise introduced into the United States under whatever condition the concession might be made." He promised that the President of Colombia "will use all the influence at his command to obtain from Congress at its next meeting such an extension of the list of nondutiable merchandise as will justify any action which the President may be pleased to take postponing the suspension of the free entry" of Colombian coffee and hides into the United States.

The same day Mr. Blaine replied that the Government of the

United States could not accept the view of Mr. Hurtado concerning the privileges of Colombia under the treaty of 1846, and denied that it had any bearing upon the case. He renewed his request for a detailed statement of the changes in the Colombian tariff which the President of that country had recommended in order that the President of the United States might judge whether they would result in especial benefit to American products.

Mr. Hurtado simply replied that he would forward the note to his Government at Bogota.

Therefore, in accordance with the notice given in January, President Harrison issued a proclamation on the 15th of March suspending the free admission of Colombian products into the United States and reimposing the old duties upon sugar, according to tests, 4 cents per gallon upon molasses, 3 cents per pound on coffee, and 1½ cents per pound upon hides.

The Colombian minister continued to write protests at intervals until the reciprocity section was repealed by the act of August 28, 1894.

HAITI.

The dutiable provision of section 3 of the tariff act of 1890 was also applied to Haiti, the Government of that Republic having indicated no disposition to negotiate an arrangement similar to that made with the neighboring Republics and colonies. In fact, Haiti was absolutely indifferent, and made no response whatever to the advances of Mr. Blaine. His letters on the subject to the minister of Haiti in the United States, and the communications of the United States minister to the Government at Port au Prince were acknowledged, but never replied to.

Therefore, on the 15th of March, 1892, President Harrison issued a proclamation suspending the free admission into the United States of the products of Haiti, and reimposing upon hides, sugar, molasses, coffee, and other articles the duties provided by the tariff act.

VENEZUELA.

The Government of Venezuela showed a very cordial desire to engage in a reciprocity arrangement when the subject was first proposed, and the minister from that Republic at Washington negotiated with the Department of State the terms of a convention which was agreed upon between them, and forwarded it to Caracas for the approval of the Venezuelan Government. For reasons which have never been officially explained, the President of that Republic suddenly lost his interest in the subject, and the combined efforts of the Venezuelan minister in Washington and the United States minister at Caracas were never able to revive it. He did, however, under pressure from the United States, transmit the papers to the Congress of Venezuela, which authorized the appointment of Don Vicente Coranado, minister of finance, as a special commissioner to continue the negotiations. As that gentleman manifested no desire or intention to do so, President Harrison, on the 15th of March, 1892, under the authority conferred upon him by the tariff act of 1890, suspended the free admission of sugar, molasses, coffee, and hides from Venezuela, and reimposed upon them the former duties.

RECIPROCITY WITH MEXICO.

The limitations of the reciprocity section of the tariff act of 1890 made it impossible to negotiate an arrangement with Mexico, but shortly after the assembling of the Fifty-second Congress the Committee on

Foreign Affairs of the House of Representatives reported a resolution originally introduced by Mr. Stewart, of Texas (H. Res. 32, Fifty-second Congress, first session), which provided "that the President of the United States is requested to invite the Government of the Republic of Mexico to designate three commissioners, who shall meet a like number of commissioners to be designated by the President of the United States, whose duty it shall be to negotiate a treaty whereby greater reciprocity in the commercial relations between the United States and the Republic of Mexico shall be established; and whenever it shall be duly certified to the President of the United States that the Republic of Mexico has declared her willingness to enter into such a treaty, and for that purpose has appointed the commissioners before named, he shall appoint three commissioners, who shall have authority to meet those who have been designated by the Republic of Mexico, and to negotiate with them such a treaty; and the commissioners appointed on behalf of the United States shall report to the President, who shall lay the report before Congress."

This resolution was accompanied by a report (Report No. 1145, Fifty-second Congress, first session), unanimously adopted by the Committee on Foreign Affairs, which set forth with great ability and clearness the advantages of the policy adopted in the previous Congress in promoting the foreign trade of the United States, and recommended its extension to include the neighboring Republic of Mexico. It was argued that every reason suggested by geographical location, similarity of institutions, and community of commercial interests would seem to justify all reasonable efforts to promote close trade relations with our sister Republic.

THE RESULT OF THE EFFORTS MADE TO EXTEND TRADE.

That a Government can do much to increase the trade of its people by legislative and executive acts is not only demonstrated by the commercial history of England, Germany, and France, but with equal force by the statistics of our own exports to the Latin-American countries since the movement to seek markets in their direction began. In 1885 the exports from the United States to those countries amounted to \$63,000,000, in 1891 to \$90,000,000, in 1893 to \$103,000,000, and in 1895 to \$88,000,000.

The following table shows the exports from the United States to the Republics and colonies of Central and South America during those years:

Country.	1885.	1891.	1893.	1895.
Argentine Republic	\$4, 725, 646	\$2, 820, 035	\$4, 979, 696	\$4, 456, 163
Brazil.....	7, 317, 293	14, 120, 246	12, 388, 124	15, 165, 079
British colonies.....	9, 221, 281	12, 100, 719	11, 412, 805	10, 694, 306
Central America.....	2, 762, 531	6, 813, 316	5, 522, 586	6, 629, 396
Chile	2, 212, 007	3, 145, 625	2, 980, 831	2, 794, 099
Colombia	5, 583, 369	3, 182, 644	3, 155, 777	2, 596, 302
Cuba.....	9, 006, 160	12, 224, 888	24, 157, 698	12, 807, 661
Dutch colonies.....	965, 860	1, 028, 056	1, 126, 062	963, 014
French colonies.....	1, 529, 817	2, 061, 993	1, 932, 308	1, 675, 931
Haiti and Santo Domingo.....	4, 294, 008	6, 983, 564	6, 426, 362	6, 543, 868
Mexico	7, 337, 623	14, 969, 620	19, 568, 634	15, 005, 906
Peru	742, 105	1, 399, 991	636, 721	630, 385
Puerto Rico.....	1, 569, 205	2, 155, 234	2, 510, 607	1, 833, 544
Uruguay.....	1, 682, 443	1, 076, 575	960, 606	1, 262, 001
Venezuela.....	3, 043, 609	4, 784, 956	4, 207, 661	3, 740, 464
Other countries.....	1, 014, 170	1, 546, 054	1, 446, 597	1, 241, 445
Total.....	63, 007, 127	90, 413, 516	103, 413, 075	87, 949, 564

III.

RESULTS OF RECIPROCITY.

While the beneficent results of the few reciprocity arrangements that were consummated under the authority of the act of 1890 are clearly apparent and acknowledged by those who are most deeply interested and have the advantage of practical experience, it is to be regretted that the brief period that they were in force, extending over a period in most cases of less than three years, was not sufficient to fairly test their efficacy, especially as the commercial and financial conditions of several of the countries and colonies involved were disturbed by unusual causes and calamities.

It is gratifying to know that wherever commercial conditions permitted there was a substantial gain in the exports of the United States. In some cases it was phenomenal, and could be traced directly to the advantages secured by the reciprocity arrangements and to the invasion of the markets by our merchants and manufacturers.

In other countries where financial depression or civil war prevailed, a comparison of commercial statistics will show that the export trade of the United States suffered less than that of any other nation, and it was a decided vindication of the reciprocity policy that we were able to hold our own. The testimony of all the commercial organizations of Europe, all the commercial publications, all the diplomatic and consular representatives of the European countries in Central and South America and the West Indies, justified our own belief in the importance of the commercial advantages gained for the United States and the peril which threatened their own interests. The debates in the British Parliament and the German Reichstag offered substantial testimony to the value of the reciprocity policy while it was in force, and those that have followed its repeal have more than confirmed it.

OUR FOREIGN TRADE UNDER RECIPROCITY.

In 1892 the export trade of the United States reached high-water mark. The total was \$1,030,278,148, and exceeded by \$100,000,000 that of any previous year. In 1893 there was a decided falling off, and the total dropped to \$847,665,194. Our exports of domestic merchandise to Europe alone fell off \$189,000,000; to Australasia the decrease was \$4,300,000, and to Asia \$3,367,000. The decrease in our shipments to South America was only \$483,000, and the increase to the countries with which we had reciprocity arrangements was \$3,560,515 from the total in 1892, and \$16,440,721 from the total in 1891, before they were ratified.

The only countries in the entire list of nations and colonies with which we have commerce that showed increased exports from the United

States in 1893 were those with which we had reciprocity arrangements, and the Azores Islands, Gibraltar, Greece, Portugal, Roumania, Spain, Turkey, Asiatic Russia, the Philippine Islands, Africa, and the Dominion of Canada.

And this in the face of the fact that a financial and commercial depression prevailed with unprecedented severity through all the Latin-American countries and the West India Islands. In Nicaragua, Honduras, and Brazil there were revolutionary insurrections which disturbed the peace, interfered with commerce, paralyzed the industries, impaired the purchasing power of the people, and destroyed confidence in both public and private credit. Public and private enterprises were interrupted and many of them were abandoned, foreign capital was withdrawn, banks, mercantile houses, and manufacturers failed or went into liquidation; the demand for machinery, implements, railway supplies, raw materials, and articles of luxury ceased; thousands of workmen were thrown out of employment and impressed into the armies, while the merchants found themselves with large stocks of imported goods on their hands and no customers.

DEPRECIATION OF LOCAL VALUES.

Exchange sympathized with existing conditions. The milreis, the monetary standard in Brazil, whose nominal value is 54 cents in United States gold, was quoted at from 48 to 50 cents in 1890 when the reciprocity arrangements were negotiated. At the commencement of 1893 it was as low as 22 cents, and continued so during nearly the entire year. As a result, Brazilian merchants who paid for their goods with the local money at par were obliged to sell them for double their former value. There was no corresponding increase in the price of native products, and all foreign products had to be paid for in gold. When the reciprocity arrangement with Brazil was negotiated $2\frac{1}{2}$ milreis would buy a gold dollar. In 1893 it required 4, and often 5. For several months the foreign trade of the country was almost entirely suspended, and importations of merchandise limited to actual necessity. The receipts of the Government for customs were 42 per cent less than they were the previous year. But the trade with the United States suffered less than that of any other country, and a comparison of our exports during that depressed period with those from Great Britain, France, and Germany furnishes cause for gratification.

The general tendency of our trade has since been favorable. The impetus gained during the time the reciprocity agreement was in force, and the efforts that were made at that time by our merchants and manufacturers to introduce their goods into Brazil, still show results. The exports of Great Britain to Brazil in 1891, when the reciprocity arrangements were negotiated, were \$41,450,195; in 1892 they were \$39,551,625; in 1893 they were \$38,867,165, and in 1894, \$37,629,930.

In 1891 the exports of France to Brazil were 102,934,876 francs; in 1892 they were 69,520,091 francs; in 1893 they were 32,684,912 francs, and in 1894, 33,612,072 francs.

PRIVATE ENTERPRISE SEARCHING FOR NEW MARKETS.

The results sought by and expected from the reciprocity policy could not, however, be accomplished without the enlistment of private enterprise. The Government obtained advantages for the merchants and manufacturers, which they were able to enjoy at their pleasure, but many serious obstacles to an increase of trade remained, which could

only be overcome by individual zeal and intelligence. By the arrangements negotiated a population of more than seventeen millions of people were enabled to purchase the products of the United States at prices very largely below what they had previously been compelled to pay, and to place these products in their reach was the province of the individual rather than the Government. The merchants and manufacturers of Europe, by a long and careful study of the tastes and requirements of consumers in Central and South America and the West Indies, by the establishment of agencies, the granting of liberal credits, and intelligent advertising, have obtained control of the trade, and can not be expected to retire from a large and lucrative market without resistance. That resistance was seriously felt in the negotiation of the reciprocity agreements and was encountered in an even greater degree by those who attempted to take advantage of the opportunities thus secured.

But the fact that the efforts of the Government were appreciated and reenforced by those for whose benefit they are intended was fully demonstrated by the postal statistics and the passenger lists of outgoing steamers, and are confirmed by the replies of manufacturers and export merchants to the inquiries of the committee. Commercial travelers from the United States were to be found in every city of this hemisphere south of the Gulf of Mexico and the Rio Grande, and the mails forwarded in that direction were laden with catalogues, price lists, and circulars intended to bring to the attention of importing merchants the superiority of American goods; and they still continue, notwithstanding the repeal of the reciprocity arrangements, but under far less favorable circumstances.

EFFECT OF THE REPEAL OF THE RECIPROCITY POLICY.

J. A. Dennis, manufacturer's export agent, New York, in reply to the inquiries of the committee, says:

By correspondence, distribution of samples, and by salesmen I increased my sales about 100 per cent in six years, mostly in the American countries and Japan. The reciprocity treaties were exceedingly favorable to the export trade of the United States. The effect of their repeal on my business is shown by the following figures:

Increased over previous year:	Per cent.
1890	35
1891	69
1892	29
1893	2
Decreased from previous year:	
1894	20
1895	3

I am strongly in favor of any measure that will renew the reciprocity treaties.

RECIPROCITY SHOULD NOT BE A POLITICAL POLICY.

It is difficult to understand why a patriotic citizen should oppose, condemn, or counteract any measure that may promote the prosperity of his community. There will always be honest differences of opinion as to ways and means, and we expect to be confronted with obstacles that foreign rivals may place in our way; but it would seem that any effort or measure to facilitate the placing of our products in the markets of the world is entitled to encouragement instead of opposition; and the testimony that is herewith presented from the commercial and industrial organizations of the country, from manufacturers and merchants, from stock growers and representatives of the agricultural

interests, without reference to political opinions or party association, is almost unanimous in urging the revival of the reciprocity policy which promised so much improvement in our export trade.

That policy, when it was first proposed, was declared to be destructive to the interests of the manufacturers and agriculturists of this country, yet, after an experiment of about three years while it was in operation, and an interval of less than two years since its repeal, with one voice they demand its revival and permanent incorporation in the legislation of Congress.

As one of the commercial organizations observes in reply to the committee's circular of inquiry:

It is hard to conceive how anyone interested in the healthy extension of the commercial advantages of our country, or in the prosperity of American industry, can answer your third inquiry except with a most positive appeal that all party prejudices may on this great question be at once laid aside and make way for the commercially and industrially sound principle of reciprocity, fairly guarded by the special needs of developing industries, in all future tariff legislation; and, though legislators be more apt to dictate the generality of delegated authority in the premises, no tariff law should be enacted, whether for revenue only or for revenue with incidental protection, that did not carry with it the plenary authority or direction to the Executive to negotiate the most advantageous reciprocity possible with all the foreign nations possible, but especially with the nations to the south of us.

The next critic saw in it an infringement of the constitutional rights of the Executive and a surrender of the prerogatives of the legislative department of the Government, but that criticism has been answered by a decision of the Supreme Court of the United States.

CONSTITUTIONALITY OF RECIPROCITY LEGISLATION.

The constitutionality of the reciprocity section of the tariff act of 1890 was decided by the Supreme Court of the United States in the case of *Fields v. Clark*, appealed from the circuit court of the United States for the northern district of Illinois, and in the cases of *Boyd v. United States*, and *Sternbach v. The United States*, appealed from the circuit court of the United States for the southern district of New York. The decision was rendered February 29, 1892, and appears on page 649 et seq., vol. 143, United States Reports, October term, 1891.

The plaintiffs in error contended that the third section of the act of October 1, 1890, usually known as the reciprocity section, was unconstitutional, on the ground that Congress has no right to delegate to the President both legislative and treaty-making powers. On behalf of the United States it was argued that legislation of this character is sustained by early decisions by the United States Supreme Court, and by the practice of the Government for nearly a century.

The court held that the contention of the United States was sustained by numerous decisions and precedents in legislation, beginning as far back as the Administration of Washington, and continuing as late as 1884, when, in execution of section 4228 of the Revised Statutes, President Arthur issued a proclamation declaring that on and after the 1st day of March, 1884, so long as the products of and articles proceeding from the United States, imported into the islands of Cuba and Puerto Rico, should be exempt from discriminating customs duties, any such duties on the products of and articles proceeding from Cuba and Puerto Rico under the Spanish flag should be suspended and discontinued. (23 Stat., 835.) President Cleveland, by proclamation of October 13, 1886, revoked this suspension, upon the ground that higher and discriminating duties continued to be imposed and levied in the ports

named upon certain produce, manufactures, or merchandise imported into them from the United States and from foreign countries in vessels of the United States than were imposed and levied on the like produce, manufactures, or merchandise carried to those ports in Spanish vessels. (24 Stat., 1028.)

OPINION OF THE SUPREME COURT OF THE UNITED STATES.

"It would seem to be unnecessary," reads the opinion of the court, "to make further reference to acts of Congress to show that the authority conferred upon the President by the third section of the act of October 1, 1890, is not an entirely new feature in the legislation of Congress, but has the sanction of many precedents. While some are stronger than others in their application to the case before us, they all show that, in the judgment of the legislative branch of the Government, it is often desirable, if not essential for the protection of the interests of our people against the unfriendly or discriminating regulations established by foreign governments in the interests of their people, to invest the President with large discretion in matters arising out of the execution of statutes relating to trade and commerce with other nations.

"That Congress can not delegate legislative power to the President is a principle universally recognized as vital to the integrity and maintenance of the system of government ordained by the Constitution. The act of October 1, 1890, in the particular under consideration, is not inconsistent with that principle. It does not, in any real sense, invest the President with the power of legislation. For the purpose of securing reciprocal trade with countries producing and exporting sugar, molasses, tea, coffee, and hides, Congress itself determined that the provisions of the act of October 1, 1890, permitting the free introduction of such articles, should be suspended as to any country producing and exporting them that imposed exactions and duties on the agricultural and other products of the United States which the President deemed—that is, which he found to be—reciprocally unequal and unreasonable. Congress itself prescribed, in advance, the duties to be levied, collected, and paid on sugar, molasses, coffee, tea, and hides produced by or exported from such designated country while the suspension lasted.

"Nothing involving the expediency or the just operation of such legislation was left to the determination of the President. The words 'he may deem,' in the third section, of course implied that the President would examine the commercial regulations of other countries producing and exporting sugar, molasses, coffee, tea, and hides and form a judgment as to whether they were reciprocally equal and reasonable, or the contrary, in their effect upon American products. But when he ascertained the fact that duties and exactions reciprocally unequal and unreasonable were imposed upon the agricultural or other products of the United States by a country producing and exporting sugar, molasses, coffee, tea, and hides it became his duty to issue a proclamation declaring the suspension as to that country, which Congress had determined should occur. He had no discretion in the premises, except in respect to the duration of the suspension so ordered. But that related only to the enforcement of the policy established by Congress. As the suspension was absolutely required when the President ascertained the existence of a particular fact, it can not be said that in ascertaining that fact and in issuing his proclamation in obedience to the legislative will he exercised the function of making laws.

“Legislative power was exercised when Congress declared that the suspension should take effect upon a named contingency. What the President was required to do was simply in execution of the act of Congress. It was not the making of law. He was the mere agent of the law-making department to ascertain and declare the event upon which its expressed will was to take effect. It was a part of the law itself as it left the hands of Congress that the provisions, full and complete in themselves, permitting the free introduction of sugars, molasses, coffee, tea, and hides from particular countries should be suspended in a given contingency, and that in case of such suspensions certain duties should be imposed.”

“‘The true distinction,’ as Judge Ranney, speaking for the supreme court of Ohio, has well said, ‘is between the delegation of power to make the law, which necessarily involves a discretion as to what it shall be, and conferring authority or discretion as to its execution to be exercised under and in pursuance of the law. The first can not be done; to the latter no valid objection can be made.’”

THE DISSENTING OPINION.

There was a dissenting opinion from Mr. Chief Justice Fuller and Mr. Justice Lamar, which was rendered by the latter, although both concurred in the judgment of the court. They held that the assertion that no part of the legislative power can be delegated by Congress to any other Department of the Government, executive or judicial, “is an axiom in constitutional law, and is universally recognized as a principle essential to the integrity and maintenance of the system of government ordained by the Constitution. The legislative power must remain in the organ where it is lodged by that instrument. We think that the section in question does delegate legislative power to the executive department, and also commits to that department matters belonging to the treaty-making power, in violation of paragraph 2 of the second section of Article II of the Constitution.”

THE ATTITUDES OF FOREIGN GOVERNMENTS.

After Congress had given the President authority to negotiate commercial arrangements under section 3 of the tariff act of 1890, we were told that foreign nations would resent the attempt of this Government to interfere with their customs laws. But the protests and remonstrances that were offered by Germany, Austria, Guatemala, and other countries when the arrangements were repealed, and the retaliatory measures on their part which followed, is sufficient to demonstrate their satisfaction with measures that added to their prosperity as well as to ours. The verdict that will be found in the answers that were received to the inquiries sent out by this committee should convince any skeptic that the reciprocity policy was not only a very simple but a very sensible thing.

The National Live Stock Exchange, in formal resolutions, declares that reciprocity “is always favorable to the promotion of the foreign commerce of the United States, and from our standpoint is the kind of legislation needed to increase our foreign commercial relations, and the legislator who advocates reciprocity is entitled to all the public honors that can be bestowed by the producers throughout the United States.”

THE ATTITUDE OF THE IRON AND STEEL INDUSTRY.

The attitude of the iron and steel industry toward the reciprocity policy was defined to the committee by Mr. John W. Gates, president of the Illinois Steel Company, one of the largest manufacturing corporations in the world, which has \$35,000,000 of capital invested in 25 furnaces, 15 mills, iron mines, coal mines, and coke ovens, employs 10,282 men, and has an annual output valued at from twenty to thirty million dollars. Until the enactment of the tariff law of 1890 this company sold its product exclusively in the United States, but under the reciprocity arrangements sought and secured a foreign market, which promised well, but as soon as they were terminated this trade "became practically nothing."

Mr. Gates gave some striking information about the decline in prices during the last six years. In 1890 the product of his company was 450,000 tons, which sold for \$25,000,000. In 1895 it was 875,000 tons, and sold for \$22,000,000.

During the last three years, upon an investment of \$35,000,000 capital, the profits of the company were only \$300,000.

Mr. Gates submitted a letter addressed to him under date of March 18 by the New York manager of the Consolidated Wire and Steel Company, which contains some pertinent and important information. The manager wrote:

Referring to the question of advantages to American manufacturers under the reciprocity treaties, we could say that from the time these treaties were put into effect with the Latin-American countries, and until their termination, our trade in barb wire with those countries increased rapidly and uniformly, and in addition to the trade in barb wire we were able for the first time in the history of our company—which covers more than eighteen years—to introduce to a certain extent plain wire and wire nails, and everything indicated a continued expansion of the volume of our business had the conditions remained the same. As soon, however, as these treaties were abrogated by the adoption by the United States of another tariff law, our trade with the countries which it affected became practically nothing.

A similar condition of affairs is true, in a greater or less degree, with all other countries with which the United States had similar arrangements. In general, we may say that the reciprocity treaties were absolutely and unqualifiedly of great advantage to American manufacturers, and we would be very glad indeed to see either the same or similar ones reinstated, because under no other known set of conditions can American manufacturers pay American prices for labor and material and successfully meet the competition of foreign manufacturers.

IV.

PROTESTS AGAINST THE REPEAL OF RECI- PROCITY.

The repeal of the reciprocity section and the restoration of the duty on sugar did not result from any popular demand or commercial necessity. There was no petition, memorial, request, or suggestion, formal or informal, from any commercial or industrial association, or company or individual demanding either. It was simply a legislative necessity in order to accomplish "tariff reform."

PROTESTS FROM GERMANY.

Formal protests were received from Germany, Guatemala, and other countries, but no attention was paid to them.

In July, 1894, while the bill was pending in the Senate, the German ambassador at Washington, under instructions from his Government, filed the following protest with the Secretary of State, which was absolutely ignored:

IMPERIAL GERMAN EMBASSY,
Washington, July 16, 1894.

With regard to the levying of an identieal ad valorem duty of 40 per cent on sugar from all countries, with the addition of one-tenth of a cent per pound on sugar above No. 16, Dutch standard, the German Government will refrain from making any observations, although German sugar, since it is of better quality than the inferior grades of sugar from the competing countries, is thereby placed at a disadvantage, as compared with those inferior grades. The German Government must, however, regard the discrimination against German goods by levying a duty thereon of one-tenth of a cent additional per pound as an injury to the German sugar trade which can not be reconciled with the treaty stipulations now in force between Germany and the United States. The payment of a bounty is a purely domestic matter, and is not to be considered in connection with the establishment of duties between States which, like Germany and the United States, sustain the relation of most-favored nations toward each other. The United States might, for instance, with the same reason assert that German manufacturers in any particular branch of industry paid lower taxes than elsewhere, and then, in order to bring about a so-called equalization, levy a discriminating duty on the German product concerned on its importation into an American port. It is quite evident that such a view of the case would render the most-favored-nation clause altogether illusory.

While the Imperial Government can not thus do otherwise than regard the addition of one-tenth of a cent per pound as being at variance with the treaty, the German sugar producers declare, on the basis of accurate computations made by them, that this addition would in fact drive out German productions from the American market. The addition, moreover, falls more heavily upon the sugar industry of Germany than it does upon that of other bounty-paying countries, since the German bounty, which in the year 1897 is to be discontinued entirely, is by no means as high as those of Austria and France, and does not even approximately compensate the exporter for the loss entailed upon him by the additional duty.

The excitement which prevails in German agricultural and manufacturing circles on account of this inequitable treatment of a German production is the more vehe-

ment and the less easily resisted, inasmuch as it is generally believed that the United States, in the agreement of August 22, 1891, guaranteed exemption to Germany from the duty on sugar in return for the concession of the conventional duties on American agricultural products and the removal of the restrictions on the importation of swine.

However fully the Imperial Government is convinced that the passage of the resolution fixing the duty on sugar, which has been adopted by the Senate, is not to be considered as an act unfriendly to Germany, yet it is so considered in many quarters. The Imperial Government is consequently at present unable to say whether it will be possible for it, in view of the increasing agitation on account of the proposed measure, to restrain the interested parties from demanding retaliatory action, which the Imperial Government, owing to the friendliness and fairness that characterize its intercourse with the United States, desires to avoid.

SAURMA.

SECOND REMONSTRANCE FROM GERMANY.

After the passage of the tariff bill containing the discrimination against German sugar the ambassador from that Empire filed the following formal protest with the Secretary of State:

IMPERIAL GERMAN EMBASSY AT WASHINGTON,
Washington, August 28, 1894.

MR. SECRETARY OF STATE:

I have the honor to communicate to your excellency the following, in pursuance of instructions received from His Majesty the German Emperor, King of Prussia:

In the act which took effect to-day, entitled "An act to reduce taxation, to provide revenue for the Government, and for other purposes," there appears in Schedule E, 1824, the provision that sugar from countries that pay an export bounty is liable to an additional duty of one-tenth of a cent per pound.

In the course of the negotiations which took place in the Congress of the United States of America in connection with the tariff question, the Imperial Government took the liberty to point to the fact that such a measure could not be reconciled with the most-favored-nation clause which governs the economic relations of the two countries, but that it was rather a differentiation whereby the exportation of German sugar to the United States of America was more unfavorably treated than that of several other European countries.

The expectation that (as might have been anticipated from the long-standing relations of amity between the two nations) these considerations would not be without influence upon the decisions of the legislative bodies of the United States has, unfortunately, not been realized.

The Government of His Majesty the Emperor is consequently once more compelled to repeat that, after most careful consideration, it is convinced that the levying of an additional duty on German sugar is in harmony neither with existing stipulations nor with those tendencies which the exchange of notes of August 22, 1891, called forth.

The granting of an export bounty on sugar is a domestic affair of Germany.

An intent not to fulfill its treaty stipulations, based upon the most-favored-nation clause, can not, therefore, be inferred from this by any other country.

It is needless to dwell upon the fact that the view which has been manifested by the legislative bodies of the United States would render the effects of the most-favored-nation clause illusory, and that it would expose the contracting parties to the adoption of arbitrary duties, which it is the object of treaties containing a most-favored-nation clause to prevent.

The Imperial Government feels conscious that it has always conscientiously fulfilled the duties rendered incumbent upon it by the most-favored-nation clause, and it consequently deems itself authorized to expect similar action on the part of the United States of America.

The Government of His Majesty the Emperor is consequently compelled to protest against the discriminating provisions of the act of August 28, 1894.

I avail myself, etc.,

SAURMA.

IMPORTANCE OF THE GERMAN AGREEMENT.

In some respects the most important of the several commercial agreements negotiated under the authority of the third section of the tariff act of 1890 was that with the German Empire. It removed the embargo that had been placed upon American products in 1880, admitted free a

number of agricultural products and many more at a greatly reduced rate of duty. For twelve years the Government of the United States had been trying to accomplish this by diplomatic negotiations; but it had always failed until the adoption of the reciprocity policy enabled the Secretary of State to offer the Germans a compensation which they deemed equivalent, in the free admission of their beet-root sugar to the United States.

The arrangement was not sought by them, but by us, and they responded with great reluctance, because of the rapid increase of the agrarian movement in Germany, which demanded high protective duties upon all agricultural imports.

In the face of these facts and the formal protest that was entered by the German ambassador the Fifty-third Congress proceeded to ignore the treaty stipulations and the commercial interests of the United States without reflection and with no motive except to repeal the legislation of the Fifty-first Congress. The committee and the Senate were warned that the commercial agreements which had been entered into under the act of 1890 were solemn compacts between this and friendly nations which should not be carelessly set aside, and could not be terminated in the way proposed without national dishonor. They were reminded that the Government might properly ask permission to withdraw from the compacts, and be released from its obligations according to the custom of civilized nations. Such a method would be a serious blow to the commerce they had done so much to promote and encourage, but would preserve the honor of the nation. But in their impetuosity the advocates of tariff reform were deaf to reason and remonstrance.

RETALIATION BY GERMANY.

Such an offense as was committed by the passage of the tariff act of 1894, if committed by any individual or a corporation, would be followed by a suit for damages, but when committed by one nation against another, the usual recourse is a declaration of war or commercial retaliation. The Government of Germany adopted the latter alternative, and proceeded to inaugurate a commercial warfare against the United States which has demoralized our commerce with that country and been a serious blow to the export trade.

Nor is it confined to the German Empire. Sympathetic retaliation has followed from Austria, Belgium, Holland, and Denmark, until now our agricultural products are practically shut out of the markets of northern Europe, and the result is felt by every man who raises a bushel of wheat or corn, or who sends a hog or steer to the stock yards. Thus our exports of corn to Europe dropped from 52,000,000 bushels in 1894 to 23,000,000 bushels in 1895. Our exports of wheat dropped from 84,000,000 bushels to 71,000,000. There was a loss in the exports of flour of 1,700,000 barrels, and other interests suffered accordingly.

PRESIDENT CLEVELAND ON GERMAN RETALIATION.

Many serious embargoes and restrictions have been placed by Germany upon American products, and even our insurance companies were prohibited from doing business in the German Empire as a part of the retaliation policy.

So serious was the result and so great has been the suffering of American commerce that the President of the United States, in his annual message to Congress, called attention to the matter and dis-

cusses the propriety of inaugurating a movement of counter retaliation, but he forgets to explain that our commercial relations with Germany were perfectly satisfactory, hopeful, and profitable to the people of the United States until the Fifty-third Congress arbitrarily revoked the reciprocity arrangement which exchanged our agricultural products for her beet-root sugar; that this action was taken in violation of the usages of international etiquette, and imposed upon the largest and most important article of export from Germany a discriminating duty that benefited nobody except the sugar trust, which at that very hour the Attorney-General of the United States was prosecuting in the courts of Philadelphia as a menace to the welfare of our people.

Mr. Cleveland says in his message that "in our dealings with other nations we ought to be openhanded and scrupulously fair. This should be our policy as a producing nation;" and he adds, "and it plainly becomes us as a people, who love generosity and the moral aspects of national good faith and reciprocal forbearance."

If these words had been addressed to the Fifty-third Congress they would have been more appropriate, and, if heeded by that Congress, would have saved to the producers of our agricultural products millions of dollars.

PROTESTS FROM AUSTRIA AGAINST THE REPEAL.

The minister from Austria made a similar protest against the restoration of the duty on sugar and the imposition of a differential duty upon imports from that country as a violation of treaty stipulations between the two countries, not only applying to the commercial arrangements negotiated under section 3 of the tariff act of 1890, but also in violation of article 3 of a treaty concluded between Austria and the United States in 1842, which provides that goods imported into the United States from Austria-Hungary shall be subjected to no discrimination in respect to duty.

PROTEST FROM GUATEMALA.

The minister of Guatemala not only in a written memorandum, but in personal interviews, remonstrated against the repeal of the reciprocity arrangement with that country, on the ground that large sums of money had been invested by his countrymen in plantations and in machinery for the production of sugar with a view to enjoying the benefits of the American markets; that this large outlay would not have been incurred had they supposed that the Government of the United States contemplated an early abandonment of the reciprocity policy and the imposition of a tax upon Guatemala sugar; that the ability of Guatemala to produce sugar had been demonstrated; that the bill before Congress involved a discrimination against Guatemala in that it provided for the free admission of Hawaiian sugar, produced by coolie and contract labor, and that financial ruin would befall the sugar producers of Guatemala should the bill become a law and a duty be imposed upon sugar imported from that country into the United States.

THE PROTEST FROM BRAZIL.

Mr. Mendonça, the Brazilian minister, who had negotiated the first reciprocity arrangement under the act of 1890, called the attention of the Secretary of State, in a most courteous manner, to the fact that the compact with his country provided, by its own terms, a method for

its termination upon six months' notice by either Government, and said that his Government expected that it would be observed.

Secretary Gresham responded that all the arrangements contracted under the tariff act of 1890 were repealed by the tariff act of 1894 without regard to their stipulations, and reminded Mr. Mendonça that the act of 1890 "did not contemplate the creation of a condition of things which it would not be within the power of this Government at any time to alter."

REMONSTRANCES FROM OTHER COUNTRIES.

The Governments of Nicaragua, Costa Rica, and Santo Domingo entered modest protests, and expressed their regrets at the termination of arrangements which had been highly satisfactory to them, and, as they supposed, profitable to the United States. It was not expedient, if it had been possible, for any of our neighboring republics to show resentment; but even if they were able to do so the difference in population, wealth, and military strength between them and the United States should have made us the more generous and scrupulous in observing the obligations we had incurred.

Under these reciprocal agreements the United States stood in a position to command and control its share of the trade of the tropical portion of the southern continent, and it would have been possible to negotiate similar arrangements with other countries. All of the articles involved, except lead ore, were placed upon the free list by the act of 1894, without asking anything in return or giving any opportunity by diplomatic negotiation to secure valuable concessions for the benefit of our farmers and mechanics. Thus that measure not only repudiated and rejected all the advantages that had been obtained for our products in the southern nations, but threw away the prospect of obtaining additional markets for our surplus products.

MAGNITUDE AND VARIETY OF THE INTERESTS INVOLVED.

Nearly every city and town in the United States has a direct and immediate interest in the extension of this trade. The men who make the articles of commerce do not often know the destination of their wares, except in cases of large contracts or consignments. The South American trade, being conducted at present almost exclusively by commission men, is peculiar in this respect.

Not long ago a gentleman interested in the promotion of our export trade to South America took the trouble to trace to its source every article of merchandise that composed the cargo of a vessel bound from New York to one of the southern republics. The result was astonishing.

He found that the city of Chicago furnished to this cargo axle grease, link belts, folding sewing machines, boilers, car axles, mining machinery, hardware, agricultural implements, machinery, office supplies, carriages, wagons, carts, sewing machines, heavy hardware, furniture, provisions, electrical goods, cutlery, barbed wire, and reapers.

Other towns in Illinois contributed to the cargo as follows: Belvidere, sewing machines; Canton, agricultural implements; Carpentersville, copying presses; Freeport, buggies; Geneseo, road carts; Moline, plows; Peoria, bolts; Pekin, agricultural implements; Rockford, furniture and patent foot machinery; Rock Island, plows; Sandwich, reapers, mowers, agricultural implements, windmills, etc.; and Sterling, agricultural implements.

The towns of Indiana furnished the following: Evansville, edge tools; Indianapolis, office desks; Mishawaka, pulleys; Richmond, grain drills, etc.; Shelbyville, cabinets; and South Bend, plows, wagons, and carriages.

The towns of Iowa furnished the following: Dubuque, windmills, etc., and Ottumwa, woodwork.

The towns of Michigan furnished the following: Detroit, fans and blowers; Grand Rapids, furniture; Three Rivers, velocipede cars; and White Pigeon, foot and hand power machinery.

Those of Minnesota as follows: St. Paul, prepared coffee, and Stillwater, agricultural implements.

The towns of Ohio furnished the following: Alliance, steel castings; Bucyrus, grain-cleaning machinery; Cincinnati, brass goods and carriages; Canton, plows; Cleveland, steam gauges and bellows; Dayton, sewing machines, bronze castings, ice machines, agricultural implements, carriage wheels and hubs, file cases, and filters; Defiance, machinery; Hamilton, steam pumps; Piqua, corrugated iron; Sandusky, whipstocks; Springfield, engines; Toledo, wagons; Wilmington, auger bits; Mansfield, agricultural implements, machinery, and plumbers' materials.

The following were contributed by towns in Wisconsin: Madison, printing presses; Milwaukee, trunks, machinery, furniture, ice machine, and beer; Racine, wagons, machinery, furniture, engines, yachts, trunks, wagons, and carriages; and Sheboygan, furniture.

Alabama: Bessemer, cast-iron pipe.

Missouri: Kansas City, contracting machinery; St. Louis, general merchandise, glass and crockery, and drugs.

Pennsylvania: Harrisburg, bookbinders' machinery; Pittsburg, galvanized sheet iron, locomotives, and chains.

Other cities contributed to this cargo the following articles: Portable road-making machines, gas engines, portable electric motor for drilling, boots and shoes, baseball bats, canned beef, brick-making machines, patent evaporator, patent cereals, chairs, cheese, clocks, clothing, condensed milk, buckets, canned goods, corn meal, wool compressors, cotton-seed oil, dairy utensils, distillery plant, electric-light plant, passenger elevator and machinery, furniture and vegetables, seed, harness, hay-baling machine, hosiery, ice factory and cold-storage plants, knitting machine, oatmeal, ornamental tiles, pickles, pressed bricks, plant, saddletrees, soap, spokes and hubs for wheels, starch, laundry machinery, strawboards, watches, wire screens, wooden ware, and materials for repairing watches.

V.

EFFECT OF RECIPROCITY UPON THE EXPORTS OF BREADSTUFFS.

The milling and live-stock industries seem to have suffered more by the revocation of the reciprocity arrangements than any other interests, and from them have come the most urgent appeals for a restoration of the policy, a renewal of the agreements, and the application of retaliatory measures against the unjust discriminations and unnecessary restrictions that embarrass their trade with foreign customers. One of the largest manufacturers of flour in the United States, and an important official of a national milling association, asserted to your committee that the loss to the merchant millers of this country occasioned by the repeal of the reciprocity section of the tariff act of 1890 was, at least, \$16,000,000 a year, or 4,000,000 barrels of flour, to produce which would require the continual operation of 133 flouring mills with a capacity of 100 barrels per day each for a year.

It is claimed that the milling interest is the largest of any of the manufactures of the United States. In 1890 it paid \$434,152,290 for material, and the total product that year reached a value of \$573,971,474, which was \$83,000,000 more than the value of the total iron and steel produced in the United States, \$110,000,000 more than the lumber, \$246,000,000 more than the cotton goods, and \$380,000,000 more than the value of the output of the woolen mills.

THE WHEAT CONSUMED AT HOME AND THAT EXPORTED.

The mills of the United States are able to manufacture 400,000 barrels of flour daily when they are running at full time, which, in two hundred and fifty operating days, would amount to 100,000,000 barrels of flour, and require nearly 500,000,000 bushels of wheat. But the average annual output of flour does not exceed 55,000,000 or 60,000,000 barrels, which proves that the mills are not employed more than half their time.

The average wheat crop in this country is about 460,000,000 bushels, of which an average of 100,000,000 is exported, and 110,000,000 is required for seed and to feed stock, leaving about 250,000,000 bushels to be consumed for flour, or about one-half of the amount that would be required if the mills were running to their full capacity.

The exports of wheat are very irregular, and depend largely upon the volume of the crops in other countries. The exports of wheat jumped from 55,000,000 bushels in 1891 to 157,000,000 bushels in 1892; then dropped to 117,000,000 bushels in 1893, to 88,000,000 bushels in 1894, and finally to 76,000,000 bushels in 1895. This irregularity is, of course, a great embarrassment to the producer and to the milling interest, and causes wide fluctuations in prices.

CONDITION OF THE MILLING INDUSTRY.

There are 18,470 mills in the United States according to the last census, although the number and capacity has been largely increased since 1890; and they are scattered over the entire country, being found in 2,800 different counties. Almost every Congressional district in the land is represented by from 1 to 100 mills. To-day, according to the testimony of the representatives of the Millers' Association, 2,000 mills are absolutely idle, and the most of the remainder are running on half time.

According to the evidence, the manufacture of flour has decreased considerably during the last three years, although the population of the United States, according to the estimates of the Bureau of Statistics, has increased from 62,622,000 in 1890, to 69,753,000 in 1895.

The representative of one of the largest milling companies in the country writes as follows:

We have two less establishments than we had four years ago. One large mill was lost by fire, which we have not rebuilt, and to-day we could not sell the properties we own for 50 per cent of their cost or what we could erect them for. We believe that this will apply to almost any mill in the United States that is not exceptionally well situated; and for the past three years we have not run our mills over 60 per cent of the time that we ran them six years ago. We do not believe that over 50 per cent of the wheat produced in this country can be absorbed in our domestic markets.

The present cost of producing flour is only about 65 per cent of what it was six years ago. Wages have been reduced; the cost of all milling supplies, machinery, and repairs is much lower than it was then, and the prices of raw material and transportation are fully 25 per cent lower. The last two items, however, are entirely controlled by the competition of wheat-producing countries abroad and the volume of the crops in this country.

The millers who have testified before this committee assert that in 1892 they easily got a profit of from 10 to 15 cents a barrel over and above the cost of production, while at present they consider 5 cents a barrel a fair profit, and are glad to get 3 cents. It is asserted also that since the reciprocity arrangements were repealed so much flour has been thrown back upon this country from the Cuban and Brazilian markets that the average miller, who is not exceptionally well located in relation to the domestic markets, has been glad to run his mill without loss.

The total production of wheat in the United States for the year 1895 shows an increase of 67,000,000 bushels over the previous year, although there was a falling off of about 1,600,000 barrels in the exports of flour, when there ought to have been a natural increase of 13,000,000 barrels to have absorbed the surplus wheat. The object of the millers is to turn the surplus wheat into flour and export the flour in order that the labor and the profit of the manufacture may be enjoyed in this country.

VALUE OF RECIPROCITY TO THE FLOUR TRADE.

There is no question as to the value of reciprocity arrangements to the millers. There is no industry which testifies so earnestly in their favor, for it felt the effect more fully and directly than any other branch of trade.

The exports of flour in 1891, the year previous to the negotiations of the arrangements, were 11,344,304 barrels; in 1892, the year after they were negotiated, they were 15,196,769 barrels; in 1893, they were 16,620,339 barrels; in 1894, they were 16,859,533 barrels, and then, in

1895, after the treaties had been revoked, the exports dropped to 15,268,892 barrels.

The Millers' Association of Minnesota, in reply to the inquiries of the committee, furnish this convincing testimony:

First. The effect of the reciprocity arrangements negotiated by the Government under authority of the tariff act of 1890 was favorable to the furthering and enlarging of our business with the countries affected. Take, for example, Cuba. The flour shipments to that country during the years 1890-94 were as follows:

	Barrels.		Barrels.
1890.....	225, 820	1893.....	616, 406
1891.....	114, 447	1894.....	662, 248
1892.....	366, 175		

Which shows a gratifying increase during the years the treaty was in effect, our flour during that time paying a duty of 88 cents per barrel.

The trade with Brazil during these years also shows a substantial increase, being—

	Barrels.		Barrels.
1891.....	722, 367	1893.....	837, 639
1892.....	918, 447	1894.....	920, 869

While our shipments to Germany show a still larger percentage of increase, being—

	Barrels.		Barrels.
1891.....	8, 864	1893.....	209, 719
1892.....	54, 277	1894.....	286, 229

Second. The effect of the repeal of the tariff of 1894 was, that our business, instead of increasing as it had been under the stimulating effects of the reciprocity treaties, fell off to a remarkable degree; our exports to Cuba in 1895 being only 379,856 barrels against 662,248 barrels in 1894, and the duty which, under the treaties had been 88 cents a barrel, was increased to \$4.16 per barrel, which it now is, and a prohibitive one. Our trade with Brazil fell off during 1895 about 145,000 barrels, and where heretofore our flour was admitted free there is a duty of 52 cents per barrel. Our shipments to Germany in 1895 being 256,650 barrels compared with 286,229 barrels the year previous, under a tariff of \$1.54 per barrel, show a falling off of about 10 per cent, all of which we believe to be the direct effect of the abrogation of the reciprocity treaties with the above countries; and to the same cause we attribute the fact that France, Belgium, and Germany have all since put a discriminating and Prohibitive duty on American flour, being 21 cents to \$1.06, 38 and 77 cents, respectively.

Third. We are heartily in favor of a general law being passed authorizing the President to negotiate reciprocity treaties with foreign countries, for having already been tried and proved successful, as the record of the steady increase in our foreign business during the short period which the previous reciprocity law was in effect will show, we believe this to be the most practical, effective, and desirable way to open the markets of the world to our products.

Fourth. Not alone are the high tariffs imposed upon our flour by most continental countries our only grievance, but the fact that, with the exception of Great Britain, Holland, and Denmark, they practically all have discriminating duties against our flour compared with our wheat, being thus enabled to buy our wheat, manufacture it into flour, and sell it in their own markets at prices we can not compete with.

DUTIES IMPOSED UPON FLOUR DURING AND SINCE RECIPROCITY.

The reciprocity treaty with the Republic of Santo Domingo was proclaimed September 1, 1891, and all the breadstuffs that are mentioned in the schedule were admitted free. There is a tariff now of \$4.50 per barrel on flour.

The treaty with Great Britain, including Trinidad, Barbadoes, the Windward and Leeward Islands, British Guiana, and Jamaica, was proclaimed February 1, 1892, under which breadstuffs paid 25 per cent duty ad valorem. Now the tariffs range from 72 cents, the lowest, to \$1.92, the highest, per barrel.

The Guatemala treaty was proclaimed May 18, 1892, and grain, corn meal, and all breadstuffs mentioned in the schedule were admitted free. There is a tariff now imposed of \$2.65 per barrel on flour.

The Honduras treaty was proclaimed April 30, 1892, at which time the tariff was 50 cents per barrel. That was abolished, and since the abrogation of the treaty a duty of 25 cents per barrel has been imposed.

The Nicaragua treaty was proclaimed March 12, 1892, and all breadstuffs enumerated in the schedule were admitted free. There is a tariff of 90 cents per 100 pounds imposed upon flour.

The Salvador tariff was proclaimed December 27, 1892, and corn, rice, barley, rye, and all breadstuffs mentioned in the schedule were admitted free. Since the abrogation of the treaty, flour imported into that country has been taxed 90 cents per 100 pounds.

Under the Costa Rica agreement all breadstuffs were admitted free. Now there is a tariff of 90 cents per 100 pounds imposed upon flour.

THE EFFECT UPON ALL FORMS OF BREADSTUFFS.

The effect of the tariff act of 1894 was seriously felt in the exports of all forms of breadstuffs, and the total for 1895 was smaller than for any year since 1875. The following table shows the exports of breadstuffs annually during the last twenty years:

Year.	Breadstuffs.	Year.	Breadstuffs.
1875.....	\$111,458,265	1886.....	\$125,846,558
1876.....	131,181,555	1887.....	165,768,662
1877.....	117,806,476	1888.....	127,191,687
1878.....	181,777,841	1889.....	123,876,661
1879.....	210,355,528	1890.....	154,925,927
1880.....	288,036,835	1891.....	128,121,656
1881.....	270,332,519	1892.....	299,363,117
1882.....	182,670,528	1893.....	200,312,654
1883.....	208,040,850	1894.....	166,777,229
1884.....	162,544,715	1895.....	114,604,780
1885.....	160,370,821		

The percentage of agricultural products exported from the United States in comparison with other exports is as follows:

Division of exports by percentages.

Year.	Farms.	Mines.	Forests.	Fisheries.	Manufac- tories.	Miscel- laneous.
1891.....	73.69	2.53	3.29	71	19.37	41
1892.....	78.69	2.04	2.75	53	15.61	38
1893.....	74.65	2.41	3.38	67	19.02	47
1894.....	72.28	2.35	3.22	49	21.14	52
1895.....	69.73	2.33	3.61	67	23.14	52

THE MILLERS FAVOR RECIPROCITY.

Kehlor Bros., of St. Louis, report that the effect of the reciprocity treaties made in 1890 "was very favorable to the export trade of the United States. They kept the flour trade in a healthy condition, and were the cause of the fine development of that industry that has placed us ahead of all other milling countries. The effect of their repeal is the disastrous condition of the milling trade now existing. Immediately after the repeal the New York Tribune wrote us asking our opinion regarding what the result would be. We think we are on record with them as stating at that time that the result would be, in our opinion, that wheat in St. Louis would never be worth more than 75 cents per bushel under any circumstances, except during comparative famine. Since that time we have had poor crops, but the price of wheat has never stayed one week in this market over 75 cents per

bushel, and has been as low as 40 cents per bushel, and it did not reach 75 cents per bushel by legitimate means.

"The effect of repeal of reciprocity upon farm products has been to such an extent that it has reduced their value lower than the record of any previous years.

"We favor the reciprocity principle in future tariff legislation from beginning to end, believing the present system is as indirect an exhaustion of the strength of the United States as can possibly be adopted. We believe that the producing capacity of the United States of raw materials is the basis of all comforts that both rich and poor can get, and their manufacture is just so much additional, as it disposes of our labor at the same time with our raw materials. Any legislation that cuts off our labor and depreciates the value of our raw material simply impoverishes the country, and especially the laboring population. We believe that any country that will discriminate against our labor should be shut off commercially from the United States altogether. We would be better off and have the gold that they draw from us, which we need very badly."

TESTIMONY OF THE MERCHANTS OF BALTIMORE.

Among the beneficiaries of the reciprocity policy were the merchants and ship-owners of Baltimore, who were largely engaged in trade with Brazil and the Spanish West Indies. They were represented before the committee by President Levering, of the Baltimore Board of Trade, and C. Morton Stewart, whose firm owns a number of vessels employed in the Brazilian trade, and is largely interested in that business. It appears from the statements submitted by them that not only did the exports of flour from Baltimore to Brazil drop from 930,000 barrels in the year ended June 30, 1894 (which was an increase of 258,000 barrels over 1890, the year preceding the adoption of the reciprocity agreement), to 842,000 in the year 1895 (after the abrogation of the agreement), but that, owing to changes in the Brazilian tariff and in Brazilian freight rates, due to the repeal of reciprocity, the trade in flour with that country has been virtually destroyed within the last few months, and the American vessels which were therein employed are idle for lack of profitable cargoes.

The exporters of provisions have also suffered serious injury on account of the abrogation of the reciprocity agreement with Brazil, according to the statements of Messrs. Levering and Stewart. They both declared emphatically that the reciprocity agreements resulted in a large and remunerative increase of the foreign trade of Baltimore; that the abrogation of these agreements had resulted disastrously to the business and commercial interests of that city as well as to Western producers, and they strongly advocate a return to the policy so unwisely and improvidently abandoned by Congress two years ago.

"The great Republic of the Northern Hemisphere is in sympathy with the great Republic of the Southern Hemisphere," said Mr. C. Morton Stewart, of Baltimore, "and consequently there is every logical reason to think that that which started so well would have gone on indefinitely until there would have been a commercial association and unity that would have bound us close to the Brazilian people. There is no doubt about it."

THE INJURY TO THE BRAZILIAN TRADE PERMANENT.

It is feared that the injury done to our commerce with Brazil by the repeal of the reciprocity arrangement is permanent, at least so far as flour is concerned. Under that convention, from April 1, 1891, to

August 28, 1894, flour from the United States was admitted free into that country. Now there is a duty of 52 cents a barrel. Then we had absolute control of the market. Now our wheat and flour exporters are entirely at the mercy of the Argentine Republic and the capitalists who have erected mills in Brazil to grind the wheat from that country and Uruguay. Before the reciprocity policy was repealed there were only a few flour mills in Brazil. Now they are springing up all along the coast, built by Argentine and Uruguay millers, with European capital, and filled with European machinery, to avoid the duty upon flour, for wheat is admitted free.

Formerly little or no wheat was imported into Brazil from the River Plate countries. Now the trade amounts to thousands of tons, and is rapidly increasing. It will be only a short time at the present rate of increase before the Argentine Republic and Uruguay will have driven American wheat and flour off the east coast of South America, as Chile has driven it off the west coast. Ten years ago California and Oregon flour was sold by the cargo as far south as Lima and Valparaiso, and we fed Ecuador, Peru, and the people of Colombia who live on the Pacific Coast. But since the development of the milling industry in Chile, American flour seldom goes farther south than Panama, and we have lost a portion of the trade of that city also. We still control the markets of Central America, but the Chilean millers occasionally send a cargo to Nicaragua and Guatemala on the German ships which go up there during the coffee season.

DEVELOPMENT OF THE MILLING INDUSTRY IN THE RIVER PLATE.

The flour industry is also increasing rapidly in the Argentine Republic and Uruguay. Those countries are beginning to see that there is more money in exporting flour than there is in exporting wheat, and competition from them has become so great in the Brazilian markets that Mr. C. Morton Stewart, of Baltimore, who is very largely engaged in the trade, informed this committee that the export price of flour for Brazil in Baltimore now is only from \$2.85 to \$3.70 a barrel, compared with \$4 to \$4.50 under the reciprocity arrangements three years ago.

The people of the United States have very little comprehension of the growth of the agricultural industry in the Argentine Republic and Uruguay and the danger that confronts our grain as well as our cattle interests from that direction.

In 1880 the Argentine Republic was importing flour and wheat, but in 1882 the tide turned and nearly 2,000 tons were exported from that country. About that time modern mills were introduced, and soon after the flour product exceeded the local demand, and the Argentine millers began to ship it to Europe. The following statements show the exports of wheat and flour annually from the Argentine Republic since that time:

Exports of wheat and flour from Argentine.

Year.	Wheat.	Flour.	Year.	Wheat.	Flour.
	<i>Tons.</i>	<i>Tons.</i>		<i>Tons.</i>	<i>Tons.</i>
1882	1,700	.....	1889	22,806	3,360
1883	61,000	.....	1890	327,894	12,117
1884	108,499	3,734	1891	395,555	7,015
1885	78,493	7,447	1892	490,109	18,849
1886	37,864	5,262	1893	1,000,137	37,521
1887	257,865	5,442	1894	1,608,600	56,812
1888	178,928	6,392	1895	* 1,046,000	* 55,865

* To Europe and Brazil only. Returns from other countries not yet obtainable.

EXPORTS OF WHEAT AND FLOUR TO BRAZIL.

The following statement shows the exports of wheat and flour from the Argentine Republic to Brazil for the four years named:

Year.	Wheat.	Wheat flour.
	<i>Bushels.</i>	<i>Pounds.</i>
1891.....	3, 809, 607	4, 670, 540
1892.....	4, 160, 338	22, 844, 272
1893.....	8, 552, 970	58, 318, 813
1894.....	17, 457, 394	71, 830, 929

Mr. Mulhall, the well-known statistician of the London Times, who is also editor of the Buenos Ayres Standard, gives it as his opinion that the area in wheat in the Argentine Republic in 1895 was double that of 1893, or more than 7,000,000 acres. The following are his estimates of the wheat acreage for the last three years, which will illustrate the magnitude as well as the growth of the industry in that country, and indicates what our wheat farmers are to expect in the future:

	<i>Acres.</i>
1893	3, 305, 000
1894	5, 453, 200
1895	7, 436, 000

THE TIDE OF IMMIGRATION.

The number of immigrants to the Argentine Republic in 1891 was 28,266; in 1895 they numbered 61,226. The most of these immigrants go into the interior and settle upon agricultural lands which are furnished them free by the Government. In fact, the agricultural development of the country is very similar to that which was going on in the Mississippi Valley twenty years ago.

It is important, also, to consider that the cost of raising wheat in the Argentine Republic will average 25 per cent less than in the United States, and that the average cost of transporting it from the farmer's cart to the hold of the steamer is only about 10 per cent of its market value at the seaboard. Thus, assuming the average price of wheat in Buenos Ayres at \$25 gold per ton, the average cost of transportation is \$2.50 per ton.

SIMILAR DEVELOPMENT IN URUGUAY.

The same story may be told about Uruguay. Mr. L. Rodriguez Diez, of Montevideo, who has recently been in the United States as the agent of his Government, examining into the methods of our Agricultural Department for the purpose of organizing something similar in Uruguay, made a very interesting statement before the committee concerning the growth of the export trade in beef products and cereals from his country. He showed us by official statistics that the exports of wheat from Uruguay had increased from the value of \$169,307 in 1893 to \$1,882,808 in 1894, and it was his opinion that in 1895 the gain was 100 per cent.

He showed us also that there had been a similar increase in the exports of flour, which were only 1,054 tons in 1893, but jumped to 360,024 tons in 1894. The great bulk of this flour, at least 95 per cent, goes to Brazil, and the exports in 1895 were double those of 1894.

The exports of corn from Uruguay in 1893 were only valued at \$23,272. In 1894 the value was \$885,539, and there was a very large increase in 1895, the principal market being Brazil.

Mr. Rodriguez stated that no more windmills are being erected in South America. They are all now furnished with Hungarian rollers and moved by steam power.

THE MILLING INDUSTRY IN THE ARGENTINE REPUBLIC.

The Hon. W. I. Buchanan, United States minister to the Argentine Republic, who is always alert when the interests of his fellow-citizens are involved, and has made a special study of the agricultural development of that country, has recently made a report to the Secretary of State relative to the flour milling industry. He gives the number of mills in the Republic as 416, of which 276 are first-class. He estimates the capacity as 1,346,040 tons of flour per year.

The roller system of milling was introduced about fifteen years ago, and Mr. Buchanan says that many of the mills in the Argentine Republic will compare favorably with the best in the United States, although they are not so large.

"There are very few water mills, and coal costs \$4.85 per ton. Labor is not expensive. The greater part of the wheat growth in the Republic," writes Mr. Buchanan, "is of the Barletta variety. This yields from 14 to 15 per cent of gluten when grown near the coast of the river Parana, and 1 to 2 per cent less when grown in the interior. The Saldome is another variety grown in some parts of the Republic, but it is deficient in gluten, yielding only 10 to 13 per cent.

"I am told by millers that with good machinery and average wheat every 100 pounds of wheat will make 66 to 70 pounds of flour.

"The wholesale price of flour in this city at this writing is \$1.80 (United States gold) per 100 pounds. The price of bran is 43 cents (United States gold) per 100 pounds.

"All flour is shipped in sacks of 90 kilograms (198.4 pounds) each. The cost of the empty sack is 12 cents (gold).

"The largest part of the flour export from this country is consigned to Brazilian ports. The freight rates on flour between this city and Brazilian ports is as follows: Santos,* 12s. to 13s. per 1,000 kilograms; Rio de Janeiro,* 10s. to 11s.; Bahia and Pernambuco, 14s. to 16s.

"The duty on flour-mill machinery is 10 per cent on the value of the article.

"The Argentine Government levies an export duty on flour of 4 per cent on a fixed value of \$4 (Argentine gold) per 100 kilograms (220.46 pounds)."

THE WHEAT HARVESTS OF THE WORLD.

Every month somewhere in the world a crop of wheat is harvested, as follows:

January—in northern Australia, New Zealand, Venezuela, Peru, and in other countries of South America; February and March—in India and Egypt; April—in Persia, Syria, Cyprus, and Asia Minor; May—in China, Central Asia, Japan, Algeria, and Morocco; June—in California, Oregon, the southern United States, Spain, Portugal, Italy, Hungary, Turkey, Roumania, south Russia, Bulgaria, and the south of France; July and August—in the south of England, France, northern United States, Germany, Austria, Switzerland, Poland, Denmark, Holland, and Belgium; September and October—in Scotland, the north of England, Sweden, and northern Russia; November—in South Africa, Peru, and northern Australia; December—in South Australia, Chile, Uruguay, and the Argentine Republic.

* Lighterage at 4s. 9d. to 5s. per 1,000 kilograms should be added to the above rates.

VI.

THE SITUATION IN FRANCE AND GERMANY.

The repeal of the reciprocity arrangement with Germany was seriously prejudicial to the American miller, for the Government of that Empire, in retaliation, as claimed, for the differential duty placed upon its beet-root sugar by the Fifty-third Congress, immediately imposed rates upon our agricultural products that are practically prohibitory, the present duty upon wheat being 2 cents a bushel, and upon flour, \$2.21 per barrel.

It is proper to assume that those who framed the sugar section of the tariff act of 1894 might have anticipated such reprisals, for they had the protest of the German ambassador before them; they had extracts from the official and semi-official organs of the Government that contained threats and showed a vindictive spirit; they had dispatches from the United States legation and consulates in Germany describing the vehemence and growth of the agrarian sentiment and the danger in which the Government stood unless it made some concessions to their demands. But all this danger to the farmers who furnish our wheat and corn and our hogs and cattle, and the millers who make our flour for export, was of no avail.

The situation is similar in France, and the problem that involves our trade in wheat and flour to those countries is complicated and perplexing. The policy of their Governments toward the imports of agricultural products from the United States is governed by local sentiment, and their tariffs are intended for the protection of local industry against an invasion of flour from the United States, which is conceded to be better in many respects than that which is manufactured at home. But the protection that has been given the French millers enables them to seriously interfere with our trade in Great Britain and other countries.

France has a millers' association of 3,500 members. In Germany there is a millers' association of 2,800 members, and they have been organized for the purpose of controlling legislation and defending their own markets against the United States.

From France, by reason of the fostering policy of their Government, during the last twelve months the local millers have been able to ship 2,300,000 barrels of flour into Great Britain, which is about 6 per cent of our entire product and one-third as much as is exported to Great Britain from America. Therefore the millers of the United States have not only lost their trade in France, but are losing their trade in England, Scotland, Ireland, Belgium, Holland, Germany, Africa, and other countries by reason of the rapid development of milling in France. And what makes this situation the more aggravating is that this flour is

largely made of American wheat. Our shipments of wheat to France have reached 42,000,000 bushels in a single year. The French miller receives a bounty of 16 cents a barrel on all the flour he exports, and has a rebate in full of all the duty he has paid upon the wheat it represents. That bounty is three times the present profit of American millers.

WHAT THE MILLERS' ASSOCIATION THINKS OF THE SITUATION.

As suggested by the president of the Millers' Association:

It seems strange to a man in the milling business that, with the capacity to manufacture into flour all the wheat produced in this country—and we could manufacture it all in the period of eight months, with our present capacity—there should be exported 100,000,000 bushels of wheat. That exportation means that the people of this country must forego a possible profit that would be derived from the manufacture, as well as the distribution of the cost of such manufacture, which has been variously estimated at from \$50,000,000 to \$80,000,000 per year, and not only is the flour milling interest directly influenced, but the trade, in its various ramifications, is also influenced. Of course, the raising of wheat is the great feature, but the manufacture of staves, heading, and the cooperage necessary for packages is affected, and, also, the manufacture of paper sacks and cotton sacks. All these people are deprived of a possible business by the restrictions placed upon our industry. This can be carried farther, to the manufacture of milling machinery, which is also affected, and the business of manufacturing milling machinery, with the growth of the industry in this country for twenty years, is one of great magnitude.

EFFECT OF RECIPROCITY UPON FLOUR EXPORTS TO GERMANY AND FRANCE.

Our reciprocal agreement with the German Empire went into effect February 1, 1892, under which our flour was admitted to that country at the reduced rate of 7.3 marks per 100 kilograms, or \$1.54 per barrel, and our exports of that finished product to Germany for the years named were as follows:

	Barrels.		Barrels.
1891.....	8,864	1893.....	209,719
1892.....	54,277	1894.....	286,229

Which shows a gain of more than 3.127 per cent, while for the year ending June 30, 1895, and after the abrogation of the reciprocal agreement, our exports of flour to that country fell to 256,650 barrels.

In 1892 we exported to France 210,402 barrels of flour, valued at \$1,178,475, and in the year 1895, under the present tariff law, our exports were only 1,102 barrels, valued at \$4,174.

THE CONTEST BETWEEN AMERICAN AND RUSSIAN GRAIN.

Previous to February 1, 1892, German imports of American and Russian wheat and rye were subject to the same general rates of duty—\$1.19 per 100 kilograms, or \$11.90 per metric ton of 2,240 pounds. The duty on the flour of wheat or rye from both countries was \$2.50 per 100 kilograms, or \$25 per ton. But on that date, under the reciprocity arrangement, the duties on American wheat and rye were reduced to \$8.33, and on flour to \$17.30 per ton. Meanwhile similar imports from Russia continued to pay the former or standard duties, as above stated, until the 1st of August, 1893; when, in consequence of disagreements between the two Governments, the rates of duty on all imports from Russia into Germany were summarily raised 50 per cent, and became, respectively, \$17.85 per ton on wheat and rye, and \$37.50 per ton on flour.

Then a commercial treaty was concluded between Germany and Russia which swept away all these discriminations, secured to the wheat, flour, and all other imports from Russia the minimum tariff conceded to the most favored nations, and put that country upon the same footing as that of the United States while the reciprocity arrangement with us was in force in all that relates to the markets of Germany. The effect of these changed conditions, when applied to the whole list of imports, are too remote and wide reaching to be yet estimated; but, in respect to breadstuffs, the most important item of competition, the results may be already seen.

VII.

DISCRIMINATIONS AGAINST AMERICAN COMMERCE.

There are many discriminations, restrictions, and other obstacles imposed by foreign Governments to the extension of our export trade, particularly in food products, in addition to those already mentioned, which should also be taken into consideration in the negotiation of commercial arrangements and the application of retaliatory measures, if found necessary. For example, in a memorandum for the use of this committee, Dr. D. E. Salmon, Chief of the Bureau of Animal Industry of the Department of Agriculture, says:

Great Britain requires all meat-producing animals to be landed at certain prescribed places, called foreign animal wharves, where all must be slaughtered within ten days from the time of landing. This prohibits the introduction of animals for fattening purposes, and also prevents such animals from being taken to the regular markets of the country, or from being held longer than ten days to recover from the effects of the voyage. It has been estimated that this causes a loss to the American exporters of about \$10 a head on each bullock exported.

This regulation was made on account of the existence of pleuro-pneumonia in this country, but the British Government has positively refused to modify it since pleuro-pneumonia was eradicated. Sheep have been admitted into the British markets until recently, but on account of the discovery of some cases of scab among the American sheep these animals are now subjected to the same restrictions as are applied to cattle.

CATTLE AND BEEF EXCLUDED FROM GERMANY.

Germany excludes American cattle and dressed beef. Pork which has not been inspected and certified to by this Government is also excluded. Cattle and fresh beef were excluded, on the ground that some animals affected with Texas fever were found among a shipment to that country. In case this assertion was correct, it does not justify the exclusion of either cattle or beef. No cattle from the Texas-fever district are allowed shipment to Germany or any other European country, and those which do not come from that district, although affected, are incapable of spreading the disease; consequently there is no danger to German cattle. In case danger is admitted, our cattle could be unloaded so as to absolutely guard against the spread of the disease. All animals from this country are shipped for immediate slaughter, and can be landed at places set apart for them where there are slaughtering establishments, and where there would be no danger of their coming in contact with the native cattle of the country. There is no justification for excluding our fresh beef, as this is all inspected at the time of slaughter and is accompanied with a certificate from this Government of inspection and wholesomeness.

There have also been local regulations and restrictions in various parts of Germany which have greatly interfered with the sale of our meats. As an example of such restrictions, I refer to the regulation in force at Freiburg in August last, which required a notice to be posted in meat shops where American meats are sold, which stated that the meat had only been superficially examined and no guaranty could be given of its entire freedom from unwholesome qualities. Such a notice, of course, practically prevented the sale of the meat to which it referred.

DISCRIMINATIONS IN FRANCE AND OTHER COUNTRIES.

France excludes American cattle and receives pork only when inspected and certified. With sheep a certificate is required that the animals have not been exposed to any contagion within six weeks. As such a certificate can not be given with animals that have been shipped from the interior and the history of which is not

known, this regulation practically prohibits the introduction of our sheep into that country.

A regulation has also been recently made in France that all canned meats purchased for army supplies shall be of French origin. Heretofore these meats have been purchased in large quantity from American packers. It is stated in recent press dispatches that an order has been made allowing the admission of American cattle to the French markets on condition that they are tested with tuberculin. The Department of Agriculture has no official information in regard to such an order, but if it has been made it is unjust and unnecessary. Our cattle are shipped to France only for slaughter, and if affected with tuberculosis, this disease could be readily detected by the inspectors at the time the carcass is dressed. A tuberculin test of steers would be a very difficult and expensive process, and probably would operate to prevent the introduction of our cattle.

Denmark and Belgium have regulations practically identified with those of Germany, as they are made to correspond with the German regulations, in order that their trade with that country will not be affected by allowing the admission of American animals and meats which are excluded by Germany.

The importation of pork is entirely prohibited by Russia. These are the principal countries to which American animals and meats are shipped. There are some restrictions in other countries, but the trade affected is so insignificant that the Agricultural Department has received no information recently concerning them.

THE EMBARGO AGAINST AMERICAN HORSES IN GERMANY.

The latest assault by Germany upon the export interests of the United States is a decree which practically prohibits the importation of horses into that Empire. It requires that before he can land a horse, the importer must furnish the customs officers a detailed pedigree of the animal for at least four generations, with a certificate attesting its truth signed by a German consul; also, a certificate from a German veterinary surgeon that the animal is sound and in full health. Having obtained these two certificates, which will cost from \$3 to \$5 each, the importer must then obtain a permit from the governor of the district in which the animal is to be offered for sale. The expense of securing these certificates and permits will not be less than \$10, and none but horses of fine blood and great value can therefore be imported with profit.

NO ACTION BY THE EXECUTIVE DEPARTMENTS.

With the exception of a *modus vivendi* that was negotiated with Spain at the request of the milling interests of the country, and by which the exports from the United States to Spain and Puerto Rico have the advantage of the second column of the Spanish tariff, your committee can not ascertain that any attempt has been made by the Executive Departments since 1893 to secure concessions from any foreign government in favor of the products of the United States, or to secure the abrogation of unjust discriminations against American products by a judicious use of the retaliatory provision of section 5 of the act of August 30, 1890, which is as follows:

SEC. 5. That whenever the President shall be satisfied that unjust discriminations are made by or under the authority of any foreign State against the importation to or sale in such foreign State of any product of the United States, he may direct that such products of such foreign State so discriminating against any product of the United States as he may deem proper shall be excluded from importation to the United States; and in such case he shall make proclamation of his direction in the premises, and therein name the time when such direction against importation shall take effect, and after such date the importation of the articles named in such proclamation shall be unlawful. The President may at any time revoke, modify, terminate, or renew any such direction as, in his opinion, the public interest may require.

NOTE.—Portions of Senate Executive Document No. 153, Fifty-fourth Congress, first session, which contains the decrees and regulations of Germany, France, Belgium, and Denmark, is printed as Appendix E to the report.

VIII.

THE SITUATION IN CUBA.

This country is the natural and only profitable market for Cuban sugar, and should furnish in return the larger share of the imports of that colony. Under the reciprocity arrangement Cuba was very prosperous. Her sugar brought high prices and there was a very large consumption in the United States, while nearly all the foreign imports were brought from our ports at low rates of duty. The sugar industry was much enlarged. New plantations were opened, new mills were erected, new lines of trade were established, and large amounts of capital were invested by citizens of the United States as well as Cubans in their development, under the supposition that the reciprocity arrangement which brought so much prosperity would be permanent.

When it terminated everything was thrown into confusion. Financial disaster threatened every man who was engaged in industry or commerce. The duty imposed upon sugar by the United States placed every planter in Cuba at the mercy of the sugar trust, while the cost of every imported article, including flour, provisions, and other kinds of food, was immediately doubled. The incomes of the principal part of the population were reduced 50 per cent and the expense of living was increased 100 per cent. In the meantime the enormous taxes, that are imposed by Spain to maintain one army of soldiers and another army of officials, continued. The people rebelled. Protests were sent to the Cortes, and the minister of the colonies at Madrid was overwhelmed with remonstrances.

SOME MODIFICATIONS IN THE TARIFF SECURED.

The United States minister at Madrid arranged with the minister of foreign affairs a *modus vivendi* or temporary arrangement under which the Government applied to—

the products of the United States in the islands of Puerto Rico and Cuba the duties of the second column of the tariff now in force as long as the Government of the Union concedes to the products of said islands the most favored-nation treatment, it being understood that in no case shall American products in Cuba and Puerto Rico or Spanish products in the United States be subjected to a differential treatment in respect to those of other countries.

This *modus vivendi* shall remain in force until the conclusion of a definite treatment between the parties interested, or until one of them shall give to the other three months' notice of the date upon which it is desired to terminate it.

EFFECT OF RECIPROCITY IN CUBA.

The reciprocity agreement between this country and Spain, covering the markets of Cuba and Puerto Rico, was proclaimed September 1, 1891. It admitted flour at \$1 per 100 kilos, about 88 cents per barrel. The present tariff is \$4.16.

As suggested by one of the millers who answered the inquiries of the committee:

It is well to consider the growth of our flour trade with Cuba and Puerto Rico during the continuance of this agreement, the exports of which to Cuba for the years named having been as follows:

	Barrels.		Barrels.
1891.....	114, 441	1893.....	616, 406
1892.....	366, 175	1894.....	662, 248

Which shows a growth of more than 480 per cent, while our export flour to Cuba for the year ending June 30, 1895, the year after the annulment of our reciprocity treaty, fell off to 379,856 barrels, a loss of more than 42 per cent. This increase of flour trade with Cuba was not enjoyed by any other countries, as the exports of flour to Havana, the metropolis of that island, from Europe fell from 86,519 bags during the months of January, February, March, and April, in 1891, to 4,268 bags during the same months in 1892. As I understand it, these same bags are figured at 140 pounds each.

Under this arrangement similar advancements in our flour trade with Puerto Rico were achieved, having been as follows:

	Barrels.		Barrels.
1891.....	127, 983	1893.....	200, 053
1892.....	162, 147	1894.....	200, 813

Which shows a gain of about 60 per cent, while our flour export to Puerto Rico for the year ending June 30, 1895, fell to 118,617 barrels, or a loss of about 40 per cent.

VALUE OF THE CUBAN TRADE.

The gross exports from Cuba are valued at about \$100,000,000 per year, three-fourths of which are sent to this country and consumed here. The gross imports into Cuba amount to \$53,000,000 per year, three-eighths of which only are produced in and shipped from the United States. Thus we furnish a market for 75 per cent of the exports of Cuba, and supply but a minor part of her imports, while England and Spain enjoy the principal portion of that trade.

The most striking statement we have recorded on this subject is from the Louisville and Nashville Railroad Company, as follows:

Our records show that, from the establishment of our line of steamers, December, 1893, from Pensacola, Fla., to Havana, Cuba, until the withdrawal of the reciprocity relations with Cuba, August, 1894, we handled from St. Louis as follows:

	Tons.
Flour (177,334 sacks).....	17, 733
Corn (218,787 sacks).....	24, 066
Oats (12,498 sacks).....	1, 000
Bran (7,231 sacks).....	578
Hay (14,909 bales).....	800
Total (twenty months).....	44, 177

Since that time to date we have handled:

	Tons.
Flour (43,761 sacks).....	4, 376
Bran (4,894 sacks).....	391
Corn (4,828 sacks).....	531
Hay (9,344 bales).....	234
Total (nineteen months).....	5, 532

The manager of the New York and Cuba Mail Steamship Company, New York City, writes to the committee as follows:

With the abrogation of the reciprocity treaty between the United States and Cuba, imports from this country have been made subject to the highest rates of duty. This has taken away our trade in railroad iron, cars, locomotives, machinery, etc., and has almost killed the trade in flour, provisions, and produce.

The reduction of duties on provisions, cereals, and produce would restore the trade to the United States. In flour alone our trade would increase 500 per cent. On other products the volume of traffic would be many times greater than it now is.

The volume of business was more than doubled under reciprocity arrangements. The Statistical Bureau of the Treasury Department will confirm this statement, and also demonstrate how the business has since fallen off, but it can not show to what extent our trade with Cuba would have increased had the influence of reciprocity continued a few years longer.

The reciprocity enabled us to double our tonnage-carrying capacity to Cuba, and yet carry full cargoes. Its abrogation left us with the increased tonnage capacity, but with less than half cargoes.

The total exports of merchandise from the United States to Cuba during 1891, the year before the agreement was negotiated, were \$12,224,888; in 1892 they were \$17,953,570; in 1893, \$24,157,698; in 1894, \$20,125,321; but in 1895, after the repeal of the reciprocity agreement, they fell again to \$12,887,661.

IX.

PRESENT CONDITION OF OUR EXPORT TRADE.

The tendency of tariff legislation by the Congress of the United States since the war has been toward a reduction of customs duties and the enlargement of the free list, while most of the nations which compete with us for the world's markets are adopting and extending the protective policy that is responsible for the progress and prosperity of this Republic, and in several cases the removal of import duties by the United States has been followed by the imposition of export duties upon the same articles by the nations from which they come. We have been gradually tearing down the wall that defended our industries against the invasion of foreign competitors, while they are erecting barriers to keep our products from their consumers. The restrictions placed upon our farm produce, particularly cattle, pork, and other provisions, by the European Governments, have grown more and more severe, and have usually been without other justification than the desire to protect their own producers against the competition of our farmers.

THE COMMERCIAL POLICY OF OTHER NATIONS.

Nearly all the nations of the earth are increasing their rates of tariff, both for the protection of domestic industries and for revenue to support their vast armies and pay interest upon their enormous debts; and only recently Mr. Chamberlain, the colonial secretary of Great Britain, the last nation to adhere to the doctrine of free trade, advocated an abandonment of the traditional policy of that Government.

In a speech before the Canadian Club of London, on the 28th of March, he proposed an Imperial Zollverein, based upon free trade within and a tariff for protection without the British Empire. His plan, in other words, is a free interchange of commerce between the United Kingdom and its colonies, and the imposition of duties upon imports from foreign countries. Canada, for example, in return for the free entry of manufactured merchandise from the mother country, would be entitled to the free entry of her corn, wheat, barley, flour, hops, cattle, provisions, lumber, and other products into British and other colonial ports, while similar articles from the United States, Russia, Austria, and the Argentine Republic would have to pay duty. Cane sugar from Jamaica, Barbados, and Trinidad would enjoy a similar advantage over that from the other West and East Indies, and the beet-root product of Germany and France. Wool from Australia and the African colonies would be admitted free, while that from Tur-

key and the Argentine Republic would be taxed; and there would be a discrimination against the cotton of the United States and Egypt in favor of that from India. In short, his Zollverein would place the colonies of the British Empire upon the same commercial relations as those existing between our States, coupled with tariff protection against foreign competitors.

While it is not probable that the suggestions of Mr. Chamberlain will find sufficient favor to be framed into law during the present year, his abrupt and radical departure from the established policy of his Government is a striking evidence of the growth of the protection sentiment in Great Britain, as well as an acknowledgment of the wisdom and justice of the measures that have made this nation great.

THE FOREIGN COMMERCE OF THE WORLD.

The following figures, compiled from the latest and most reliable data available, show the total foreign commerce in merchandise of some of the principal countries, the values being reduced to United States currency on the basis of the official valuation of foreign coins issued by the Director of the Mint, October 1, 1895:

Country.	Year.	Value.
United Kingdom	1895	\$3, 415, 741, 975
Germany	1895	1, 760, 883, 120
France	1894	1, 694, 800, 000
United States	1894-95	1, 539, 508, 130
Netherlands	1894	1, 030, 400, 000
Belgium	1894	973, 251, 640
Russia	1894	957, 915, 420
India	1895	544, 074, 995
Italy	1894	424, 231, 028

The following statement shows the imports and exports of merchandise of the nations named per capita of population:

Country.	Year.	Value.
Straits Settlements	1894	\$396. 46
Falkland Islands	1894	235. 79
Netherlands	1894	214. 86
South Australia	1894	191. 34
Belgium	1894	154. 48
Queensland	1894	143. 38
United Kingdom	1895	87. 28
France	1894	44. 02
Germany	1895	34. 02
United States	1894-95	23. 68
Italy	1894	13. 73
Russia	1894	7. 39
India	1895	2. 41

THE PROPORTION OF MANUFACTURED GOODS EXPORTED.

Although they have not kept pace with other features of our national development, the exports of natural products, such as come from the farms, forests, fisheries, and mines of this country, have increased in late years to a gratifying degree. But our exports of manufactured goods seem trifling when the annual returns are placed beside the figures that express the output of our factories and their enlarged

capacity for production. Nor has this class of exports increased so rapidly as our imports of similar merchandise from foreign countries.

The following table shows the value of the product of the twenty-two largest manufacturing industries in the United States as given by the last census, 1890-91, compared with the exports of the same classes of articles for the same year:

Industries.	Produced in the United States census year 1890.	Exported from the United States fiscal year 1890-91.	Percentage of product exported.
Iron and steel.....	\$563,954,348	} \$28,909,614	0.029
Foundries and machine shops.....	412,701,872		
Slaughtering and meat packing.....	561,611,668	139,681,730	.241
Flouring mills.....	513,971,474	} 128,121,656	.199
Bakeries.....	128,421,535		
Lumber and sawmills.....	403,667,575	} 26,270,040	.03
Carpentering.....	281,195,162		
Planing mills.....	183,681,552	} 13,604,857	.051
Cotton goods.....	267,981,724		
Men's clothing (factories).....	251,019,609	} 558,621	.001
Men's clothing (custom made).....	126,219,151		
Woolen goods.....	133,577,977	} 651,343	.003
Boots and shoes.....	220,649,358		
Tanneries.....	138,282,004	12,627,504	.091
Masonry.....	190,704,818	1,046,122	.005
Breweries.....	182,731,622	672,243	.003
Printing.....	179,859,750	1,820,470	.011
Car shops.....	129,461,693	2,885,250	.022
Carriages and wagons.....	114,570,555	2,015,870	.017
Cigars and cigarettes.....	129,693,275	1,107,013	.009
Sugar and molasses.....	123,118,259	6,918,287	.056
Distilleries.....	104,197,869	1,887,431	.018
Total.....	5,341,272,850	368,778,051	.069

OUR COMMERCE WITH LATIN AMERICA.

Last year we bought \$246,082,802 worth of the products of our neighbors in the other American Republics and colonies, and admitted nearly 92 per cent of it free of duty. During the same year we sold them merchandise to the value of \$143,101,000, every ounce of which was taxed from 5 to 100 per cent upon its value in their custom-houses. The \$103,000,000 which represents the balance of trade in their favor was paid for in cash—in gold, or in bills of exchange on London which are equivalent.

After the close of the war we began to reduce duties. The duties on hides was removed, and rubber was admitted free. In 1872 the duty on coffee was reduced to 3 cents a pound, and in 1873 it was taken off altogether. As a result, affected, of course, by the growth of population, the value of coffee consumed in the United States increased from \$22,860,000 in 1873 to \$56,784,391 in 1880, to \$78,267,432 in 1890, and to \$95,087,161 in 1895. During the year 1892 the total imports reached the enormous value of \$126,801,607.

The greater portion of our supply came from Brazil, which is the largest and most populous of the South American countries, and furnishes the most striking and significant example of our commercial folly. It stands next to the United States in population, having between thirteen and fourteen millions of people, and a geographical area greater than that of the United States, not including Alaska. The total foreign trade of Brazil averages annually about \$250,000,000, being very nearly divided between exports and imports. Of the export trade the United States has the largest share, taking more than half the total in the form of coffee, sugar, hides, and rubber, while the

remainder is divided among the European countries. Of the import trade England enjoys about one-half, while the rest is divided among France, Germany, Spain, Belgium, Italy, and the United States.

England buys annually from Brazil only about \$5,000,000 worth of merchandise and sells her about \$40,000,000, while the United States buys nearly \$80,000,000 and sells her about \$15,000,000 of our products.

OUR PHENOMENAL TRADE WITH BRAZIL.

During the last thirty years the United States has imported more than \$1,500,000,000 worth of raw materials from Brazil, and has sold her only about \$250,000,000 worth of merchandise, which has compelled us to pay the enormous sum of \$1,250,000,000 in gold or its equivalent to settle the balance of trade, and nearly every cent of it has gone into the pockets of European merchants and manufacturers. The exchange alone charged by the London bankers on this business, usually three-fourths of 1 per cent, often reaches the enormous sum of half a million dollars for a single year, and has aggregated at least \$10,000,000 for the thirty years. At the rate of \$10 a ton we have paid during the same period for transportation at least \$30,000,000 to owners of English ships.

Our imports from Brazil, following the removal of duties by the United States from her chief products, increased from \$9,000,000 in 1850 to \$21,000,000 in 1860, \$25,000,000 in 1870, \$52,000,000 in 1880, \$60,000,000 in 1890, \$79,000,000 in 1895, while in 1892, under reciprocity, they reached \$118,000,000.

In 1860 we sold Brazil about \$6,000,000 worth of merchandise; in 1880 the total rose to \$8,000,000; in 1890 to \$11,000,000, and in 1895 to \$15,000,000.

Since 1880, that is within the last fifteen years, we have purchased from Brazil raw products amounting to \$898,143,946; we have sold her manufactured merchandise amounting to \$167,236,099, and we have paid the balance, \$731,907,897, in gold or its equivalent, which money was expended in Europe for merchandise we could have supplied just as well.

During this time the exports from England to Brazil increased from \$18,000,000 to \$54,000,000.

OUR EXPORTS TAXED, OUR IMPORTS FROM BRAZIL FREE.

Every ounce of merchandise that is shipped from the United States to Brazil pays duty before it is admitted to her ports. Of the products of Brazil that are exported to the United States almost everything comes in free. In 1894, for example, our imports from Brazil amounted to \$79,360,159, of which duties were paid upon only \$64,499.

In 1860 our imports from the Latin-American countries were valued at \$79,000,000. In 1890 they were valued at nearly \$200,000,000. In 1895 they reached \$208,243,791.

In 1860 our exports to Latin America were \$44,000,000. In 1890 they were \$87,000,000. In 1893, when the reciprocity policy was in full operation, they reached \$103,413,075; but after it was repealed, in 1895, they dropped to \$87,949,564.

In 1860 the imports of England from Latin America were nearly \$102,000,000. In 1894 they were about the same. Her exports, however, during those years, jumped from \$87,000,000 to \$174,000,000, and those of France and Germany increased in a corresponding ratio.

The exports from England to Latin America consist of cotton goods and other wearing apparel, drugs and medicines, machinery and implements, boots and shoes, and other articles of leather, hardware, railway supplies, and other articles of iron and steel, and all the various forms of manufactured merchandise that enter into the wants of men. The almost uniform testimony of the merchants and manufacturers who have replied to the inquiries sent out by this committee is that the advantages enjoyed by their competitors in cheaper labor, in convenient banking facilities, and in regular lines of transportation are almost insurmountable obstacles to the extension of their trade. While the reciprocity arrangement was in operation in Brazil the privileges it gave to merchandise from the United States were an almost complete offset to the advantages their European rivals had enjoyed, and if they had been allowed to remain undisturbed, our manufacturers and merchants might have obtained a fair share of the trade.

RECIPROCITY THE GOLDEN RULE OF COMMERCE.

The reciprocity plan, which is intended to apply to such cases should be recognized as a commercial transaction; as a simple, wise proposition such as every merchant and manufacturer employs in the conduct of his business; based upon ordinary common sense, but so far-reaching in its influence that if it could have been carried out without interruption its effect would have been felt in the income of every farmer, in the profits of every merchant, and in the wages of every mechanic and laborer in this land.

Reciprocity was an endeavor to apply the golden rule to commerce; to persuade our neighbors to make concessions in favor of our products in return for concessions we have already made in favor of theirs; to secure for the farmer and manufacturer of the United States advantages that their rivals in other countries may not enjoy, and to increase the purchasing power of the consumers in the other American nations by reducing the cost of certain merchandise of which they, by reason of the high duties imposed upon it, are in a great measure deprived.

It requires no argument to demonstrate that the people of Cuba will consume more flour if the duty on that article is reduced from \$5.78 to 88 cents a barrel, or that the people of Brazil, since they produce no other food products, will buy their supplies in the United States if they can import them from this country at a duty of 25 per cent less than they must pay on the same articles when imported from Europe. And when one considers that the value of cotton goods imported into the Latin-American countries annually reaches beyond a hundred million dollars, it is a waste of time to discuss the advantage of securing such a concession.

The annual imports of the Latin-American countries average \$600,000,000, and of these we have usually furnished about 15 per cent. The annual exports of the Latin-American countries average about \$600,000,000, and we have usually purchased about 30 per cent. In their commerce with Great Britain these conditions are reversed.

FREE IMPORTS INTO THE UNITED STATES.

The returns of the Bureau of Statistics show that nearly one-half of the merchandise imported into the United States during the fiscal year 1895 was admitted free of duty, the exact amount being \$363,233,795. The value of imports upon which duty was collected was \$368,736,170.

The following table will show the character of these free imports, the value of each, and the source from which they came:

Articles.	Value.	Whence imported.
Animals	\$2, 737, 078	Canada, Mexico, Germany, Great Britain.
Asphaltum	266, 956	British West Indies, Venezuela, Germany, Italy.
Bags for grain	1, 110, 403	British East Indies, Great Britain.
Bananas	4, 674, 861	British West Indies, Cuba, Central America, Colombia.
Other fruits	733, 989	Cuba, Central America, Colombia.
Burlaps	4, 903, 182	Great Britain, British East Indies.
Cabinet woods	1, 245, 203	Cuba, Santo Domingo, Mexico, Nicaragua, Brazil, Colombia, Great Britain.
Chemicals, drugs, and dyes..	2, 774, 498	Central and South America, Germany, Great Britain, France, Italy, Spain, Switzerland, Turkey in Asia.
Cocoa	3, 195, 811	British West Indies, Haiti, Central America, Brazil, Dutch Guiana, Ecuador, Venezuela, Great Britain.
Coffee	95, 087, 161	Brazil, Colombia, Venezuela, Central America, Mexico, West Indies, Dutch East Indies, Netherlands.
Copper ores and bars	590, 430	Canada, Cuba, Mexico, Germany, Great Britain.
Cork woods	1, 049, 073	Great Britain, Portugal, Spain.
Cotton, raw	4, 814, 383	Peru, Great Britain, Turkey in Africa.
Dyewoods	1, 589, 773	British West Indies, Cuba, Haiti, Santo Domingo, Mexico.
Fertilizers	1, 092, 449	Canada, British West Indies, French Guiana, Mexico, Belgium, Germany, Great Britain, French Oceanica.
Fibers	11, 160, 000	Canada, Mexico, Austria-Hungary, Belgium, Germany, Great Britain, France, Italy, Netherlands, Russia, British East Indies, Philippine Islands.
Fish, fresh	1, 107, 449	Canada, Newfoundland, China.
Furs	3, 320, 053	Canada, Argentine Republic, Belgium, France, Germany, Great Britain, Russia.
Gums	5, 560, 322	Mexico, Austria-Hungary, Great Britain, Turkey in Africa, British East Indies, British Australasia.
Hair	1, 165, 944	Argentine Republic, Brazil, Uruguay, Germany, Great Britain.
Hides and skins	25, 962, 822	Canada, Central America, Mexico, Argentine Republic, Brazil, Colombia, Uruguay, Venezuela, Santo Domingo, Belgium, France, Germany, Great Britain, Russia, Turkey in Europe, British East Indies.
India rubber and gutta-percha.	18, 475, 382	Brazil, Central America, Colombia, Ecuador, Belgium, Germany, Great Britain, Portugal, British East Indies.
Indigo	2, 015, 976	France, Germany, Great Britain, Netherlands, British East Indies.
Licorice root	1, 404, 563	Turkey in Asia, Russia.
Lime, chloride of	1, 644, 835	Belgium, France, Germany, Great Britain.
Lumber	11, 149, 951	Canada, Cuba, Colombia, Mexico, Austria-Hungary, Germany, British East Indies.
Material for hats and bonnets.	2, 755, 450	France, Germany, Great Britain, Italy, Switzerland, China.
Matting	1, 638, 838	China, Hongkong, Japan.
Mineral ores, except lead ore.	1, 776, 336	Canada, Newfoundland and Labrador, Chile, Russia, Spain, Turkey in Asia, Japan.
Oils	3, 280, 078	France, Germany, Italy, Turkey in Europe, British East Indies.
Opium, crude	730, 669	Germany, Turkey in Africa, Turkey in Asia.
Potash	2, 853, 012	Belgium, Germany, Great Britain.
Rags and other paper stock	5, 230, 324	Canada, Belgium, France, Germany, Great Britain, Italy, Netherlands, Turkey, Japan.
Salt	561, 490	British West Indies, Dutch West Indies, Great Britain, Italy.
Seeds	1, 336, 105	Canada, France, Germany, Great Britain, Italy.
Silk, raw	22, 626, 056	France, Great Britain, Italy, China, Japan.
Soda, nitrate of	4, 124, 712	Chile, Peru.
Spices	2, 368, 012	British West Indies, France, Germany, Netherlands, British East Indies.
Sulphur and brimstone	1, 700, 784	Great Britain, Italy, Japan.
Tea	13, 171, 379	Canada, Great Britain, China, Japan.
Tin	5, 713, 300	Germany, Great Britain, British East Indies, British Australasia.
Vanilla beans	4, 732, 142	Mexico, French West Indies, France, French Oceanica.
Wood, and manufactures of..	1, 202, 606	Canada, Mexico.
Wool	23, 996, 224	Canada, Argentine Republic, Uruguay, Belgium, France, Germany, Great Britain, Russia, Turkey in Europe, British Australasia, China.

STATEMENT OF THE BALANCE OF TRADE.

The following table shows the countries from which our average annual imports are in excess of our average annual exports, with the percentage of imports admitted free during the fiscal year 1895. The figures are not exact, but approximate the average value of imports and exports for the last ten years.

Countries.	Exports to—	Imports from—	Excess of imports.	Percentage of imports admitted free during fiscal year 1895.
Europe:				
Austria-Hungary.....	\$1,000,000	\$8,500,000	\$7,500,000	20.56
France.....	60,000,000	70,000,000	10,000,000	20.37
Germany.....	92,000,000	95,000,000	3,000,000	19.67
Italy.....	14,000,000	20,000,000	6,000,000	47.80
Switzerland.....	10,020,000	14,000,000	3,980,000	6.25
Turkey.....	50,000	2,000,000	1,950,000	64.91
North America:				
Mexico.....	15,000,000	28,000,000	13,000,000	82.56
Central America:				
Costa Rica.....	1,000,000	2,500,000	1,500,000	99.99
Guatemala.....	2,000,000	2,500,000	500,000	99.70
Honduras.....	550,000	750,000	200,000	94.69
Nicaragua.....	1,000,000	1,600,000	600,000	98.39
Salvador.....	1,150,000	3,000,000	1,850,000	99.99
West Indies:				
British.....	9,000,000	14,000,000	5,000,000	69.83
Cuba.....	15,000,000	75,000,000	60,000,000	33.45
Puerto Rico.....	2,500,000	3,250,000	750,000	24.96
Santo Domingo.....	1,250,000	2,500,000	1,250,000	31.55
South America:				
Argentine Republic.....	4,500,000	5,500,000	1,000,000	89.07
Brazil.....	14,000,000	80,000,000	66,000,000	97.78
Chile.....	3,000,000	3,750,000	750,000	99.03
Colombia.....	2,750,000	3,750,000	1,000,000	90.59
Ecuador.....	750,000	850,000	100,000	99.15
Guiana—British.....	2,000,000	4,500,000	2,500,000	19.29
Dutch.....	350,000	750,000	400,000	84.54
Uruguay.....	1,000,000	2,000,000	1,000,000	89.26
Venezuela.....	4,000,000	10,000,000	6,000,000	90.44
Asia:				
China.....	4,500,000	20,500,000	16,000,000	82.56
Japan.....	4,000,000	25,000,000	21,000,000	71.55
Turkey.....	130,000	3,000,000	2,870,000	67.24
East Indies:				
British.....	3,500,000	22,000,000	18,500,000	75.63
Dutch.....	1,250,000	8,000,000	6,750,000	26.20
Philippine Islands.....	119,000	8,000,000	7,881,000	77.32
Africa, Turkey in.....	150,000	3,000,000	2,850,000	92.40
Total.....	261,519,000	543,200,000	281,681,000	67.71

THE FREE LIST OF THE UNITED STATES.

The following are the principal articles that now appear upon the free list of the United States, with the rate of duty last imposed upon them, the date upon which it was imposed, and the date upon which it was removed:

Articles.	Dutiable under—		Made free of duty by act of—
	Act of—	Rate of duty.	
Asphaltum.....	June 30, 1864	25 per cent.....	Mar. 3, 1883.
Chemicals, drugs, and dyes:			
Orgal or argol, or crude tartar.....	July 14, 1862	6 cents per pound.....	July 14, 1870.
Cinchona bark and extracts of.....	do	20 per cent.....	Do.
Quinine, sulphate of.....	June 6, 1872	do	July 1, 1879.
Other salts of quinine.....	do	do	Do.
Dyewoods in crude state.....	July 30, 1846	5 per cent.....	Mar. 3, 1857.
Indigo.....	Mar. 3, 1857	4 per cent.....	Mar. 2, 1861.
Opium, crude.....	July 14, 1870	\$1 per pound.....	Oct. 1, 1890.
Potash:			
Chlorate of.....	June 6, 1872	3 cents per pound.....	Do.
Muriate of.....	Unenumerated	20 per cent.....	July 14, 1870.
Nitrate of.....	June 6, 1872	1 cent per pound.....	Oct. 1, 1890.
Sulphate of.....	Mar. 3, 1883	20 per cent.....	Do.
Soda, nitrate of.....	Mar. 3, 1857	4 per cent.....	July 14, 1870.
Sulphur, crude.....	June 30, 1864	\$6 per ton.....	Do.
Cocoa.....	July 14, 1870	1 cent per pound.....	June 6, 1872.
Coffee.....	do	3 cents per pound.....	May 1, 1872.
Copper:			
Ore.....	Oct. 1, 1890	$\frac{1}{2}$ cent per pound.....	Aug. 27, 1894.
Regulus.....	do	1 cent per pound.....	Do.
Plates, bars, etc.....	do	$1\frac{1}{4}$ cents per pound.....	Do.
Fertilizers:			
Guano.....	Unenumerated	10 per cent.....	July 30, 1846.
Phosphates, crude.....	do	do	July 14, 1870.
Fibers:			
Istle or Tampico fiber.....	June 30, 1864	1 cent per pound.....	June 6, 1872.
Jute.....	Mar. 3, 1863	20 per cent.....	Oct. 1, 1890.
Jute butts.....	do	\$5 per ton.....	Do.
Manila.....	Aug. 5, 1861	\$25 per ton.....	Do.
Sisal grass.....	July 14, 1862	\$15 per ton.....	Do.
Fish:			
Lobsters, canned or otherwise.....	Unenumerated	20 per cent.....	July 14, 1870.
Fruits and nuts:			
Bananas.....	July 14, 1870	10 per cent.....	Mar. 3, 1883.
Olives.....	Mar. 2, 1861	30 per cent.....	June 6, 1872.
Pine apples.....	July 14, 1870	20 per cent.....	Mar. 3, 1883.
All other green, ripe, etc., n. e. s.....	Mar. 2, 1861	10 per cent.....	Do.
Cocoanuts.....	July 14, 1870	do	June 6, 1872.
Cream and Brazil nuts.....	do	do	Do.
Hats, bonnets, etc.:			
Materials for; braids, plaits, etc.....	Mar. 3, 1883	20 per cent.....	Oct. 1, 1890.
Hides and skins:			
Goat skins.....	Aug. 5, 1861	10 per cent.....	June 6, 1872.
Hides, dry salted or pickled.....	do	do	Do.
India rubber and gutta-percha:			
Gutta-percha, crude.....	do	do	July 14, 1870.
India rubber, crude.....	do	do	Do.
Manganese ore, and oxide of.....	Mar. 2, 1861	do	June 6, 1872.
Mattings for floors.....	Mar. 3, 1883	20 per cent.....	Oct. 1, 1890.
Nickel ore and matte.....	do	15 cents per pound.....	Do.
Oils:			
Cocoanut.....	Aug. 5, 1861	10 per cent.....	July 14, 1870.
Nut oil.....	Mar. 3, 1883	25 per cent.....	Oct. 1, 1890.
Olive, for manufacturing purposes.....	do	do	Do.
Aniline.....	Unenumerated	20 per cent.....	July 14, 1870.
Bergamot.....	July 14, 1862	\$1 per pound.....	June 6, 1872.
Cassia and cinnamon.....	do	do	Do.
Citronella.....	do	50 cents per pound.....	Do.
Lemon.....	do	do	Mar. 3, 1883.
Roses, attar of.....	do	\$1.50 per ounce.....	June 6, 1872.
Paper stock:			
Rags, other than wool.....	Mar. 2, 1861	Free.....	Do.
Waste and other paper materials.....	do	do	Do.
In bulk.....	June 6, 1872	8 cents per 100 pounds.....	Aug. 27, 1894.
Salt, in bags, sacks, etc.....	do	12 cents per 100 pounds.....	Do.
Silk, raw, or as reeled from the cocoons.....	July 30, 1846	15 per cent.....	Mar. 3, 1857.
Spices:			
Cassia and cassiavera.....	July 14, 1870	10 cents per pound.....	Mar. 3, 1883.
Cloves.....	do	5 cents per pound.....	Do.

Free list of the United States—Continued.

Articles.	Dutiable under—		Made free of duty by act of—
	Act of—	Rate of duty—	
Ginger root	July 14, 1870	2 cents per pound.....	June 6, 1870.
Nutmegs.....	do	20 cents per pound.....	Mar. 3, 1883.
Pepper.....	do	5 cents per pound.....	Do.
Pimento.....	do	do	Do.
Tar and pitch of coal tar, crude.....	Mar. 2, 1861	20 per cent.....	Oct. 1, 1890.
Tea	July 14, 1870	15 cents per pound....	May 1, 1872.
Tin, in blocks, bars, pigs, etc.....	July 1, 1893	4 cents per pound.....	Aug. 27, 1894.
Wood:			
Cabinet	Mar. 3, 1857	8 per cent.....	Mar. 2, 1861.
Clapboards, spruce	June 6, 1872	\$1.50 per M	Aug. 27, 1894.
Hubs for wheels, posts, lasts, etc	do	20 per cent.....	Do.
Laths	do	15 per cent.....	Do.
Boards, planks, and deals—			
Lumber, sawed—			
Hemlock, whitewood, etc.—			
Not planed or finished.....	do	\$1 per M. feet.....	Do.
Planed or finished.....	do	50 cents additional for each side planed or finished.	Do.
Other lumber not especially provided for—			
Not planed or finished.....	do	\$2 per M. feet.....	Do.
Planed or finished.....	do	50 cents in addition for each side planed or finished.	Do.
Pickets and palings.....	Oct. 1, 1890	10 per cent.....	Do.
Posts, fence, and paving, etc., of cedar	do	20 per cent.....	Do.
Railroad ties	Unenumerated	do	June 6, 1872.
Rattans and reeds.....	July 30, 1846	10 per cent	Mar. 3, 1857.
Shingles, white pine.....	Oct. 1, 1890	20 cents per M.....	Aug. 27, 1894.
Staves	July 14, 1862	10 per cent.....	Do.
Wool:			
Class 1—			
Unwashed.....	Oct. 1, 1890	11 cents per pound....	Do.
Washed.....	do	22 cents per pound....	Do.
Scoured	do	33 cents per pound....	Do.
Class 2—			
Unscoured	do	12 cents per pound....	Do.
Scoured	do	36 cents per pound....	Do.
Class 3—			
Value 13 cents or less per pound	do	32 per cent.....	Do.
Value over 13 cents per pound	do	50 per cent.....	Do.

CONCLUSIONS.

An examination of the foregoing tables will show the surprising extent of the free list of the United States, which now includes nearly every natural product and all raw materials imported into this country. It will be noticed, too, that the removal of duties from these articles has been gradual, and that we have never asked any concessions in return, although the governments of the nations which furnished them would undoubtedly have made equivalent reductions in the duties they impose upon the products of the United States had they been invited to do so. This commercial generosity on the part of this Government will furnish a basis, however, for asking reciprocal concessions from such nations when a revision of the tariff shall again be made.

Your committee regret that, owing to the manifest impossibility of securing legislation from the present Congress, it is not deemed expedient to report a measure that will answer the urgent demands that come from nearly all our industries and from merchants engaged in the export trade. It is a well-known fact that political hostility in the other branch of Congress will prevent the enactment of any important legislation. The fate of the revenue bill, the bill to reform the administrative methods of the customs service, and other measures reported from this committee and passed by the House of Representatives demonstrates the uselessness of engaging the time and attention of the House

at this session even with matters that are demanded by the condition of the Treasury and the commercial and industrial conditions of the country. Your committee believes also that the application of the reciprocity principle to our foreign commerce can be more wisely made in connection with a general revision of the tariff than as a separate measure.

In submitting this report and the testimony which accompanies it, however, your committee can not refrain from again calling attention to the unanimity of opinion among the commercial and industrial associations of the United States that the reciprocity arrangements negotiated under the tariff act of 1890 were of great benefit to the United States; that their repeal was a public calamity, and that the policy they represented shall be permanently adopted in our tariff legislation. We believe that only one commercial organization dissents from this judgment, and that is in a village in Mississippi. The expressions called out by the circulars of inquiry to manufacturers and merchants are equally unanimous and significant, and it will be noticed that wherever one dissents from the principle of commercial reciprocity or its application it is due to some motive or reason that affects the individual rather than the public.

Respectfully submitted.

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SETH W. COBB.

VIEWS OF THE MINORITY.

Mr. Turner, of Georgia, in his own behalf and in behalf of Mr. McMillin and Mr. Wheeler, members of the Committee on Ways and Means, who are unable to agree to the report of the committee concerning "reciprocity and commercial treaties," submits the following as their views:

The report of the committee does not propose any scheme of reciprocity; and we are therefore without information as to the particular commercial arrangements which our associates of the majority would offer to other countries. If the report is intended merely for the campaign, it might have still been proper to formulate some proposition which could be understood and discussed. If the situation of things alleged against the Senate did not prevent a report on reciprocity, it ought not to have prevented some statement in detail of what is meant by reciprocity.

As to the alleged reciprocity undertaken under the third section of the tariff act of 1890, it is well known that that scheme was inserted in the Senate, after having been previously considered and rejected by the Committee on Ways and Means of the House. It may also be said that that provision transferred to the President the power to levy and impose taxes, at his own discretion, and was rather a system of arbitrary retaliation than a plan of reciprocal trade. We regard the policy of that act in this respect as contrary to the spirit of our institutions and as a hindrance to commerce.

The so-called reciprocity agreements under it (we are not aware of any treaties made under it) did not reach in any way the great body of our commerce, and the great commercial countries with which we trade were not included in such agreements.

As to the effect of these reciprocity agreements, so called, during the period of their operation, to wit, from 1890 to 1894, we find it impossible to accept the conclusions of the majority report, as we do not regard them as established by the record of our trade experience.

The intention of the reciprocity policy was to favor the exportation of the agricultural and manufactured products of the United States. In order to prove that those agreements resulted in any advantage to this export trade it should be shown—

1. That the exports to the countries coming into the agreements increased more markedly during the existence of the agreements than in the years immediately preceding.

2. That the rate of increase in the exports to reciprocity countries was greater than the rate of increase in exports to other and non-reciprocity countries having nearly the same economic and geographic relations to the United States.

3. That the commodities specially favored by the reciprocity agreements enjoyed a greater relative increase than other commodities not included under those trade arrangements.

So far from proving these specific and very pertinent points, we believe the majority report to have passed them over and to have sought in general terms and without special regard to the agreements themselves or countries affected to give a foundation to a trade policy from which little benefit has accrued to the United States and from which even less benefit is to be expected by a renewal. In our opinion, a careful examination of the commercial statistics of the last ten years, due attention being given to the reciprocity period, will show the following facts:

1. That the exports from the United States to the countries coming into the reciprocity agreements increased from \$30,565,696 in 1886 to \$42,869,823 in 1890, or 40.22 per cent; and from \$42,869,823 in 1890 to \$52,636,108 in 1894, or only 22.78 per cent. Even when full allowance is made for changes in prices and for the economic and financial disturbances at home and in South America, we can not recognize that the agreements have produced any great influence upon exports sent to the agreeing countries.

2. Nor has their influence been more apparent in the trade of the United States with other American countries, where reciprocity was not applied, as the majority report asserts. If exports to reciprocity countries increased 40.22 per cent in the first period and 22.78 per cent in the second, exports to other American countries increased 33.22 per cent between 1886 and 1890, and 11.32 per cent from 1890 to 1894. This comparison shows that commerce with reciprocity countries followed nearly the same vicissitudes as commerce with other American countries.

3. The trade returns further show that the export interest of the United States to the agreeing countries increased at a much higher rate in the years before reciprocity than during the existence of these commercial arrangements. This becomes apparent from the following comparison of the increase in the two periods:

Trade of the United States with reciprocity and other American countries, 1886 and 1890, and 1890 and 1894.

Countries.	Imports.		Increase (+) or decrease(—).	Imports.		Increase (+) or decrease(—).
	1886.	1890.		1890.	1894.	
Reciprocity countries:			<i>Per cent.</i>			<i>Per cent.</i>
Central America..	\$5, 017, 368	\$6, 375, 733	+ 27. 07	\$6, 375, 733	\$7, 481, 665	+ 1. 74
West Indies—						
British	9, 853, 680	14, 865, 018	+ 50. 86	14, 865, 018	13, 017, 178	—12. 43
Cuba	51, 110, 780	53, 801, 591	+ 5. 26	53, 801, 591	75, 678, 261	+33. 69
Other.....	6, 250, 675	6, 004, 639	— 3. 94	6, 004, 639	6, 336, 486	+ 5. 53
Brazil	41, 907, 532	59, 318, 756	+ 41. 55	59, 318, 756	79, 360, 159	+33. 77
Guiana—British..	1, 864, 596	4, 326, 975	+132. 10	4, 326, 975	4, 223, 970	— 2. 38
Total reciproc- ity countries..	116, 004, 631	144, 692, 712	+ 24. 73	144, 692, 712	186, 097, 719	+28. 62
Other American coun- tries	75, 302, 310	93, 682, 138	+ 12. 20	93, 682, 138	81, 071, 947	—13. 46
Total American countries	191, 306, 941	238, 374, 850	+ 24. 60	238, 374, 850	267, 169, 666	+12. 08

Trade of the United States with reciprocity and other American countries, 1886 and 1890, and 1890 and 1894—Continued.

Countries.	Exports.		Increase (+) or decrease (—).	Exports.		Increase (+) or decrease (—).
	1886.	1890.		1890.	1894.	
Reciprocity countries:			<i>Per cent.</i>			<i>Per cent.</i>
Central America..	\$1,954,391	\$4,170,308	+113.40	\$4,170,308	\$3,229,935	—22.55
West Indies—						
British	7,322,126	8,288,786	+ 13.20	8,288,786	8,512,016	+ 3.90
Cuba	10,409,170	13,084,415	+ 25.70	13,084,415	20,125,321	+53.82
Other	2,754,499	3,247,755	+ 17.91	3,247,755	4,489,110	+37.92
Brazil	6,541,216	11,972,214	+ 83.03	11,972,214	13,866,006	+15.82
Guiana—British..	1,584,294	2,106,345	+ 32.96	2,106,345	2,414,720	+14.64
Total reciprocity countries	30,565,696	42,869,823	+ 40.22	42,869,823	52,637,108	+22.78
Other American countries	67,546,695	89,983,415	+ 33.22	89,983,415	100,168,412	+11.32
Total American countries	98,112,391	132,853,238	+ 35.41	132,853,238	152,805,522	+15.02

4. However much individual countries may seem to have benefited our export trade, examples of even greater benefits could be found in other directions where no special concessions had been made or asked.

It may be noted that our exports to Canada have increased from \$36,000,000 in 1891 to \$50,000,000 in 1894 without the aid of any reciprocity agreement. In the same period the exports to all the West Indies rose only from \$33,400,000 to \$41,000,000; and of those to all South America, the value fell from \$33,226,000 to \$32,644,000. Our actual commercial interests with our northern neighbor is greater than those with either of the two great divisions of the Indies and South America, and have been maintained in the face of every discouragement the ingenuity of interested legislation could devise, as well as of commercial disturbance and disaster. From 1886 to 1891 general trade with American countries was on the increase, and would have increased had no reciprocity schemes been adopted. Geographically the United States is better situated for supplying these markets, and, as the best customer for their productions, it would be only natural to look for some return trade, and notably in certain lines of specialties which have long prominently fed our foreign trade.

5. If the reciprocity agreements were essential agents in maintaining trade with the contracting countries, and if the abrogation of them struck a dangerous and immediate blow at this trade, as is asserted, how does it happen, it is reasonable to ask, that exports were in some cases greater in 1895 than in 1893? For example the exports were as follows:

Country.	1893.	1895.	Country.	1893.	1895.
Honduras	\$442,907	\$615,009	Salvador.....	\$1,118,054	\$1,236,595
Guatemala	1,713,142	2,596,032	Santo Domingo	1,108,733	1,318,919
Nicaragua.....	812,654	967,329	Brazil	12,339,584	15,135,125

The exports to the British West Indies, Cuba, Puerto Rico, and British Guiana showed a decrease, and in the case of Cuba local conditions will afford an ample explanation.

6. Before passing to specific countries and articles it may be well to look at the negative side of the reciprocity scheme. Penalty or discriminating duties were to be imposed upon certain products of such

countries as refused or were unwilling to enter into the agreements. These countries, under the autocratic powers of the President, were affected by these discriminating duties: Colombia, Haiti, and Venezuela. All coffee, hides, and skins, and sugar imported into the United States from those countries paid duty, at once placing their products at a decided disadvantage with similar products from the countries admitted free of duty. The result was a serious decrease of the imports from the three countries, as their most important productions for export were covered by the penalty duties. The loss following the imposition of duties and the marked resumption of trade after the duties were repealed are proved by the following table:

Imports of coffee into the United States.

Year.	From Haiti.		From Colombia.		From Venezuela.	
	Quantity.	Value.	Quantity.	Value.	Quantity.	Value.
	<i>Pounds.</i>		<i>Pounds.</i>		<i>Pounds.</i>	
1891.....	12, 642, 544	\$1, 988, 943	14, 549, 168	\$2, 491, 811	60, 217, 980	\$10, 814, 874
1892.....	14, 978, 577	2, 197, 294	11, 792, 738	1, 988, 679	53, 439, 785	9, 095, 042
1893.....	7, 540	929	7, 402, 545	1, 392, 252	15, 161, 558	2, 472, 343
1894.....	47, 320	6, 971	2, 659, 100	443, 765	16, 515, 888	2, 689, 479
1895.....	12, 575, 538	1, 806, 304	10, 888, 132	1, 698, 250	52, 710, 462	8, 872, 179

In this single item of coffee a trade with the three penalty countries valued at \$15,295,628 in 1891 was struck down by the "reciprocity policy" to \$3,865,524 in 1893 and \$3,140,215 in 1894. The value of hides and skins imported from Haiti fell from \$24,029 in 1891 to \$17,044 in 1893 and \$11,906 in 1894. The imports of hides and skins from Colombia were reduced by the penalty duties to but a small part of the former importance. In 1891 the value of these imports was \$767,743; in 1893, \$665,230, and in 1894, \$438,819. One-half of the trade with Venezuela in hides and skins was in like manner turned away. It is safe to assert that the loss of imports in these articles from the three countries amounted to \$12,500,000 in each year the reciprocity agreements were in force. It is only just to take account of this commercial loss in reaching some determination of the results of that policy.

In addition to this heavy commercial loss, the injury to the prestige of the United States in these countries must be mentioned. It was charged that treaty obligations were broken; that undue advantage was taken of the financial needs of the local treasuries, and concessions forced at a cost which did not fall upon the United States, but upon the southern country. It is a serious question whether such a policy is calculated to draw the American nations into closer bonds of union. As a recent writer has stated—

The general conception of a reciprocity trade has been that it gives an advantage to the recipient against the world. In the system of 1890 the taker was permitted to enter our markets on an equality with the world at a sacrifice to himself.

BRAZIL.

7. It is in the trade with Brazil that the chief justification of the reciprocity policy is said to be found. The exports from the United States to Brazil increased from \$6,541,216 in 1887 to \$11,952,214 in 1890, or by 83.03 per cent. From 1890 to 1894 the exports rose from

\$11,972,214 to \$13,866,006, or 15.8 per cent. It may be stated that the exports in 1892 were somewhat larger than they were in 1894 (by about \$400,000), but the year 1894 is the fairer guide, as making what should have been the high-water mark of exports, fostered for three years under the reciprocity agreement. In value the exports rose far more rapidly before than during reciprocity.

Analyzing the exports in detail according to the concessions made in that agreement, the following is the result:

	1890.	1894.
Articles admitted into Brazil free of duty.....	\$6, 818, 372	\$7, 574, 536
Articles admitted into Brazil with reduced duties.....	3, 088, 722	3, 702, 830
Other articles.....	1, 995, 402	2, 550, 548
Total	11, 902, 496	13, 827, 914

The curious result is thus gained, that the value of the exports admitted free of duty increased \$756,164, or 11 per cent; that of the exports admitted under reduced duties \$614,108 or nearly 20 per cent; and that of exports unaffected by the agreement, \$555,146, or more than 27 per cent.

Nor is this the only doubt cast by the official trade returns upon the effect of reciprocity with Brazil. The exports of leading articles immediately affected by the agreement were actually larger in 1895, after the abrogation of the agreement, than in any one year during its continuance. The manufactures of iron and steel admitted free of duty by the agreement were valued at \$1,832,329 in 1891; \$1,813,739 in 1892; \$1,443,459 in 1893; \$1,005,299 in 1894, and \$2,409,640 in 1895. In no previous year since 1886 had the purchase by Brazil of car wheels, builders' hardware, and locomotive engines been so large as they were in 1895.

In other articles the same denial of the benefits of reciprocity is to be met. Larger values of naval stores, of cotton-seed oil, of bacon, of pickled pork, of butter, of cotton cloths, of sewing machines, and of wire were exported from the United States to Brazil in 1895 than in any year since 1886. It can not be asserted that the momentum of the reciprocity policy led to this result, for it is expressly asserted that the abrogation of that policy was greatly and immediately injurious to the trade built up under it. If Brazil is the shining example of the results of reciprocity it will be well to bear in mind the following figures, giving the value of all exports from the United States to that country:

1890 (before reciprocity)	\$11, 972, 214
1891 (four months after reciprocity).....	14, 120, 246
1892 (full reciprocity).....	14, 291, 873
1893 (full reciprocity).....	12, 388, 124
1894 (full reciprocity).....	13, 866, 006
1895 (reciprocity abrogated)	15, 165, 079

CUBA.

8. A second example of the benefits of reciprocity is said to be found in our trade with that unhappy island, Cuba, now suffering from a civil commotion which has so far interfered with all commerce as to render out of the question any comparison of results. It may be stated the

exports of agricultural products of the United States to that island were rapidly increasing in value, as the following table shows:

Exports from the United States to Cuba.

Year.	Agricul- tural.	Total.	Year.	Agricul- tural.	Total.
1890	\$4, 867, 990	\$12, 669, 509	1893	\$10, 492, 352	\$23, 604, 094
1891	4, 119, 728	11, 929, 605	1894	9, 440, 953	19, 855, 237
1892	7, 343, 959	17, 622, 411	1895	5, 531, 528	12, 533, 260

If the exports of foreign merchandise to Cuba be included, the trade with that island is cited with some plausibility as an example of success under reciprocity. The total exports (foreign and domestic) increased from \$10,409,170 in 1886 to \$13,084,415 in 1890, or by 25.7 per cent. Between 1890 and 1894 the exports rose from \$13,084,415 to \$20,125,321, or 53.8 per cent. The detail of increase in the various classes of agricultural products (where the largest gains were made) is shown as follows:

Year.	Breadstuffs.	Provisions.	Vegetables.	Year.	Breadstuffs.	Provisions.	Vegetables.
1890	\$1, 520, 617	\$2, 907, 802	\$322, 355	1893*	\$3, 512, 207	\$5, 700, 536	\$978, 261
1891	874, 979	2, 787, 608	294, 421	1894*	3, 164, 541	5, 140, 215	797, 464
1892*	2, 305, 031	4, 214, 481	540, 329	1895	1, 569, 010	3, 245, 854	501, 664

* Year of reciprocity.

The increase in our trade with Cuba, in our opinion, was due most largely to the repeal of the high duty which we had previously levied on sugar. The abolition of the tax removed a restriction on commerce. The ships which carried more sugar one way carried more of our products the other way. Buying and selling always take place together when restrictions are removed. And the condition of things prevailing in Cuba for the past fifteen months, and likely to continue for some time, would not admit of satisfactory trade relations under the agreements mentioned, or any other which might be made with Spain.

ARGENTINA A COMPETITOR.

9. Nor is it any more natural to suppose that Brazil would again open her markets to the wheat and wheat flour of the United States to the exclusion of the same products of other countries. Not only has it an important milling interest to protect, but available supplies of both wheat and wheat flour are at its very doors, grown and manufactured by Argentina. The same reasons which induce our border States to import cereals from Canada impel the Brazilian to turn to what is the nearest source of supply and what is, as is generally believed, capable of supplying wheat at a less cost of production than is possible in the United States. This is evidenced by the fact that the existence of the reciprocity agreements had no influence in checking the remarkable increase in the imports of wheat and wheat flour into Brazil from Argentina (1 kilo = 2.2046 pounds).

Imports into Brazil from Argentina.

Year.	Wheat.	Wheat flour.	Year.	Wheat.	Wheat flour.
	<i>Kilos.</i>	<i>Kilos.</i>		<i>Kilos.</i>	<i>Kilos.</i>
1889.....	4, 209, 762	678, 202	1892.....	113, 226, 286	10, 361, 957
1890.....	91, 603, 801	6, 016, 125	1893.....	232, 774, 000	24, 453, 000
1891.....	103, 680, 635	2, 118, 524	1894.....	475, 113, 000	32, 582, 000

After reading these figures it might be concluded that all the possible benefits to be derived from the reciprocity agreement has inured to Argentina and not to the United States, for the exports from the United States to Brazil in the same year were:

Year.	Wheat.	Wheat flour.	Year.	Wheat.	Wheat flour.
	<i>Bushels.</i>	<i>Barrels.</i>		<i>Bushels.</i>	<i>Barrels.</i>
1889.....	415, 507	678, 972	1893.....	63, 928	837, 039
1890.....	1, 768, 234	687, 342	1894.....	63	920, 869
1891.....	580, 127	722, 309	1895.....	63	775, 425
1892.....	164, 622	918, 547			

Thus so far from the imports of Argentina wheat and flour into Brazil having been of small moment, these returns show that they were increasing far more rapidly than imports from the United States. So far from the United States enjoying a firm hold in the Brazilian market for breadstuffs, this comparison shows that whatever had been the increase of exports from the United States to Brazil, the exports from Argentina to Brazil were far greater, and as further evidence that the wheat flour of the United States, even when admitted free of duty, could not compete in Brazil with the flour of Argentina, imported under a duty of 5 per cent ad valorem, attention may be called to the following extract from a report prepared by an American citizen resident in Rio Janeiro, who makes the flour business a specialty, published in the Consular Reports:

Our reciprocity treaty with Brazil and the duty which the River Plate flour pays against the entry free of duty of the American flour should be, it may be said, sufficient to make the American flour compete favorably with the former. To this the answer is that the United States can not favorably compete, under existing circumstances, with the River Plate republics, despite the reciprocity treaty. On the contrary, the United States are at a considerable disadvantage through (1), the considerably higher freight American flour has to pay (excepting, perhaps, as regards the States of Manaos, Para, Piahy, Maranhao, and Ceara, comprising at the most one-seventh of the entire population), and (2) the Argentine miller is almost in direct connection with the Brazilian flour consumer, and thus saves the broker's commission which the American miller pays in selling to the American export commission house, 3 per cent commission, which the American export commission house charges for exporting the flour, and interest at 6 per cent per annum, or about 1 per cent for the time the American flour and the remittance for its value are en voyage, both those voyages taking about two months more in the case of the United States as compared with Argentina and Uruguay.

EXPORTS OF WHEAT FLOUR.

10. A special plea is made on behalf of the milling interest of the United States as one of two great beneficiaries under the reciprocity policy. It would be unjust not to pay a tribute to the remarkable growth of that industry, which has enabled it to meet the ever-increasing domestic demand and to steadily expand in the foreign trade. Six million barrels were exported in 1880 and 12,231,711 barrels in 1890.

The export promised again to more than be doubled in the ten years from 1890 to 1900, and in 1894 reached the remarkable total of 16,859,533 barrels. In 1895 the returns of exports fell to 15,268,892 barrels—a loss of about 1,600,000 barrels.

That the rapid increase in the exports after 1890 was only in small measure due to the reciprocity agreements a little consideration will show. In 1891 the exports of flour to such American countries as accepted reciprocity amounted to 1,847,089 barrels; in 1893 the same countries took 2,516,618 barrels, and in 1894 2,797,435 barrels. The total gain in flour exports to these countries during the reciprocity period was thus 950,346 barrels. But the total exports of flour in 1891 were 11,344,034 barrels, and in 1894 16,859,533 barrels—a gain of 5,515,499 barrels. Only 17.2 per cent of this gain was due to increased exports to reciprocity countries.

As a further illustration of how small, in relation to the whole trade, this wheat-flour export under reciprocity has been it may be stated that the export to reciprocity countries constituted 16.28 per cent of the total exports in 1891; 15.14 per cent in 1893, and 16.5 per cent in 1894. After three years of reciprocity these countries took a very little larger share of the flour exports than they had taken in 1891. Instead of explaining the exports of 1895 to be due to the abrogation of the reciprocity agreements it would be more accurate to explain them by the rapid rise of an aggressive competition and by improved local conditions of supply.

No attention has been given to the agreement with Germany nor to the advances made by France. Legislation directed against American agricultural products has been the rule for more than twelve years and becomes more obvious during a period of agricultural depression in those countries. Further, we do not believe that the agreement entered into with Germany had any influence upon exports from the United States, and it would be idle to give further examination to that branch of the question than is afforded in the following extract:

In 1891 the crops of Europe were extremely poor and we exported in 1892 great quantities of wheat and flour. Later than this a tariff war between Germany and Russia broke out, and Germany bought grain from us instead of from Russia. Then the Argentine Republic appeared as a great exporter of wheat and Germany was one of her best customers, what she bought of Argentina of course diminishing her requirements from us. Finally, the tariff war with Russia was terminated and Germany resumed buying grain as usual from Russia and her purchases from us fell off rapidly.

CONCLUSIONS.

We conclude that there is little evidence of any marked benefits flowing from the reciprocity agreements.

That the plea in its favor based upon the flour-milling interest is not justified by statistics.

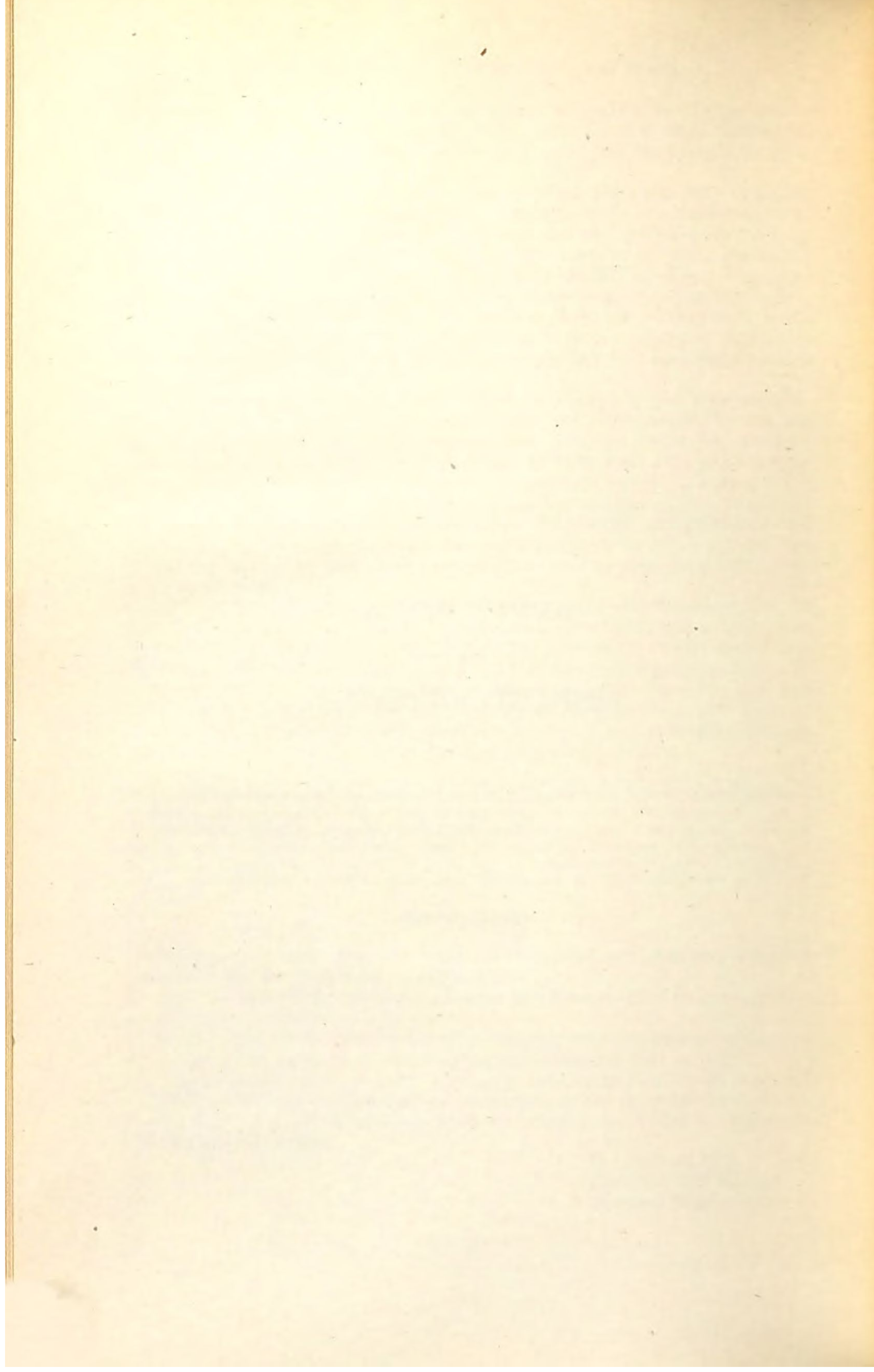
That we can see no good reason for entering into commercial alliances restricting the freedom of commercial legislation in this country.

That uniform rates of duty, applying equally to the products of all nations, is the only safe policy to pursue, as it can give occasion to no complaints of unfair treatment, such as must arise under a scheme of discriminating duties.

H. G. TURNER.
BENTON McMILLIN.
JOSEPH WHEELER.

APPENDIX A.

RECIPROCITY WITH CANADA.



APPENDIX A.

RECIPROCITY WITH CANADA.

STATEMENT BY HON. EDWARD FARRER, OF TORONTO.

In compliance with your request, I beg to send the following memorandum with respect to the position of the reciprocity question in Canada.

It is necessary for a proper understanding of the case to make a few preliminary observations on the past history of the subject.

The Canadian Provinces did comparatively little trade with the United States prior to 1846. For one thing, there were no railroads between the two countries nor bridges across the frontier rivers. The main reason, however, was that down to 1846 Great Britain encouraged colonial exports to her market by means of preferential duties, receiving in return preferential treatment for her manufactured goods in the colonial markets. The policy was a survival from the age when colonies were valued simply as dumping grounds for the metropolitan trader. The products of one colony had also a preference in the market of another. The British West India planters were constantly complaining that they had to pay more for Canadian flour and barrel staves than the price in the United States; Canada, that British West India sugar which she had to import was dearer than the sugar of Cuba and Brazil. Incidentally, the policy was of considerable benefit to the shipping interests of Montreal and Quebec, a good deal of American produce being forwarded from those ports to England and palmed off as Canadian by means of forged certificates of origin in order to get the advantage of the lower duties levied on Canadian produce. Canada did not make much progress, however, under this seemingly favorable system. The chief objection to it was that it left Canada poor by depriving her of the opportunity of establishing manufactures of her own. On the other hand, it was alleged by British free traders that the policy, while compelling the British consumer to pay an exorbitant price for food and raw material, was of no practical benefit to the British manufacturer, because, although he had a preferential duty in the colonies, it was of little value owing to the fact that his goods were cheaper as a rule than those of foreign rivals. The system came to an end with the adoption in 1846 of free trade by England. A school of Imperial Federationists in England and the colonies at the present day advocates the restoration of this policy.

A MEANS OF CONSOLIDATING THE BRITISH EMPIRE.

The objection to it from the British point of view is that it would exalt the price of food and raw materials to the British manufacturer and artisan, and at the same time diminish England's trade with foreign countries, which is much more valuable to her than her trade with the colonies.

In round numbers, England's imports from foreign countries average 75 per cent of her total imports, while her imports from the colonies average 25 per cent; her exports to foreign countries amount to 70 per cent of the whole export trade, her exports to the colonies to 30. England's trade with her colonies is not advancing any more rapidly than her trade with foreign countries. India, it must be remembered, is not a colony, properly so called, but a dependency whose tariff is regulated by England. The preferential policy would therefore apply only to the self-governing colonies of Canada, Australia, New Zealand, and South Africa. The objection from the Canadian point of view is that, by reducing the duties on British goods, the policy would tend to destroy Canadian manufactures. Moreover, as it would involve differential duties against the United States, Canadians take it for granted that the United States would retaliate by excluding Canadian exports to the United States, and possibly by abrogating the bonding privilege.

EFFORTS TO OBTAIN A TREATY WITH THE UNITED STATES.

During the existence of this preferential arrangement with England, Canada made persistent efforts to obtain a reciprocity treaty with the United States. From 1816 to 1854 the British Government was frequently importuned to do something at Washington, and the administrations of Monroe, John Quincy Adams, Jackson, Harrison, Tyler, Polk, Taylor, and Fillmore were all approached by the British minister. In 1848, after the abolition of the preferential policy by England, the Government of Upper Canada pointed out to Lord Elgin, the Governor-General, that "the Imperial Parliament having adopted the principle of free trade in wheat and other products of the soil, the effect will be that in future the manufacturing districts in the Eastern States of the American Union will frequently be the best market for the agricultural products of Canada. It can not be desired by any friend of British connection that the Canadian people should find themselves excluded from the best market for their products by a tariff of high if not prohibitory duties."

About this time a somewhat formidable annexation movement arose in Montreal. In a manifesto to the Canadian people the leaders pointed out that protection to Canadian products in the markets of the United Kingdom having ceased, and protection to Canadian manufactures being, in their opinion, impracticable, nothing remained for Canadians but reciprocal free trade in natural products with the United States, or political union with that country. They assumed that reciprocity was not obtainable, and that if obtained it would yield but a meager installment of the advantages which might be secured by political union.

The manifesto stated—

That political union would render Canada a field for American capital, into which it would enter as freely for the prosecution of public works and private enterprise as into any of the present States of the Union; it would equalize the value of real estate upon both sides of the boundary, thereby probably doubling at once the entire present value of property in Canada; it would render our rivers and canals the highway for the immigration to and exports from the West, to the incalculable benefit of our country; it would introduce manufactures into Canada as rapidly as they have been introduced into the Northern States; and to Lower Canada especially, where water privileges and labor are abundant and cheap, it would attract manufacturing capital, enhance the value of property, and agricultural products and give remunerative employment to what is at present a comparatively nonproducing population. The value of our agricultural products would be raised at once to a par with that of the United States, while agricultural implements and many of the necessities of life would be greatly reduced in price. The value of our timber would also be enhanced by free access to the American market, where it commands a high price but is subject to an onerous duty. At the same time our shipbuilders at

Quebec and on the Great Lakes would find an unlimited market in all the ports of the American Continent. A simple and economical State Government, in which direct responsibility to the people is a distinguishing feature, would be substituted for a system at once cumbrous and expensive; and in place of war and the alarms of war with a neighbor, there would be peace and amity between this country and the United States. Changing a subordinate for an independent position, we would take our station among the nations of the earth. England is our parent State, with whom we have no equality, but toward whom we stand in the simple relation of obedience. But as citizens of the United States the public service of the nation would be open to us, a field for high and honorable distinction on which we and our posterity might enter on terms of perfect equality.

This manifesto was signed by men who afterwards played a distinguished part in Canadian politics. It was received calmly by the English press. The London Times of October 31, 1849, said:

We have been taught wisdom by experience, and the most valuable as well as the most costly of our lessons has been taught by the barren issue of a conflict with a province which from remonstrance drifted to rebellion, and crowned rebellion with independence. We should not go to war for the sterile honor of retaining a reluctant colony in subjection. We should not purchase an unwilling obedience by the outlay of treasure or of blood.

THE RECIPROCITY TREATY OF 1854.

The annexation movement died away when Lord Elgin obtained from Mr. William L. Marcy the reciprocity treaty of 1854. In 1847 the Canadian Legislature, whose tariff had down to about that time been framed in England for the supposed benefit of the English manufacturer, removed the existing differential duties against goods coming from the United States and placed them on the same footing as goods coming from England; the duties on United States manufactures being lowered from 12½ to 7½ per cent, and those on the manufactures of Great Britain being augmented from 5 to 7½ per cent.

By the treaty of 1854 the following articles were admitted free of duty between the two countries:

Grain, flour, and breadstuffs of all kinds.	Fish of all kinds.
Animals of all kinds.	Products of fish, and of all other creatures living in the water.
Fresh, smoked, and salted meats.	Poultry and eggs.
Cotton, wool, seeds, and vegetables.	Stone and marble in its crude and unwrought state.
Fruits, dried and undried.	Slate.
Hides, furs, skins or tails, undressed.	Ores of metals of all kinds.
Butter, cheese, tallow.	Coal.
Lard, horns, manures.	Firewood.
Pitch, tar, turpentine, ashes.	Plants, shrubs, trees.
Timber and lumber of all kinds, round, hewn, and sawed, manufactured in whole or in part.	Pelts, wool.
Rice, broom corn, and bark.	Fish oil.
Gypsum, ground or unground.	Dyestuffs.
Hewn or wrought or unwrought burr or grindstones.	Flax, hemp, and tow, unmanufactured.
Unmanufactured tobacco.	Rags.

The treaty gave to the inhabitants of the United States fishing privileges on the Canadian seaboard, as well as the right to navigate the River St. Lawrence and the canals of Canada as freely as British subjects, and to British subjects a similar right to navigate Lake Michigan so long as the privilege to navigate the River St. Lawrence should continue. No export duty was to be levied on timber cut on American territory and floated down to be shipped from New Brunswick. The treaty was to remain in force for ten years. The President of the United States issued a proclamation bringing it into force on March 16, 1855. It applied to Newfoundland as well as to the Canadian Provinces, viz, Upper and Lower Canada, Nova Scotia, New Brunswick, and Prince Edward Island.

OBJECTIONS FROM BOTH COUNTRIES.

The only objection to the treaty from Canada was that it did not give Nova Scotia vessels access to the American coasting trade, and that it did not go far enough in the direction of establishing commercial intercourse between the two countries, the Canadian farmer being desirous of seeing free interchange of manufactures so as to get cheaper factory goods from the United States in exchange for his raw products.

The objections on the part of the United States are set forth in the report of Mr. E. H. Derby to the Treasury Department, 1866. The principal objection was that after the treaty had gone into effect the Government of Upper and Lower Canada, the most populous of the Provinces, augmented the duties on manufactures to the detriment of American factories. The Congressional Committee on Commerce also complained of discriminating tolls on the Welland Canal, by which goods destined via Oswego and Ogdensburg for New York and Boston paid higher tolls than those levied on goods going to Quebec or Montreal. This committee recommended the adoption of a zollverein or commercial union between the two countries whereby Canada would have been placed in precisely the same position, commercially speaking, as a State of the Union. The objections raised by this committee called forth a reply from Sir A. T. Galt, the Canadian finance minister.

The Provinces made extraordinary progress under the treaty. During the period 1850-1854 the yearly average imports of the United States from the Provinces was \$7,000,000, and the increase during these five years 58 per cent. During the reciprocity period the yearly average of the imports by the United States was \$26,300,000, and the increase on the first year of the period shown by the last year was 261 per cent. During the period 1867-1894, the treaty having come to an end in 1866, the yearly average of the imports by the United States from Canada was \$36,700,000, and the decrease on the first year of the period shown by the last year was 8 per cent. During the period of 1850-1854, before the treaty, the yearly average of the imports by the British North American Provinces from the United States was \$10,150,000, and the increase during the period 135 per cent. During the term of the treaty the yearly average of the imports by the Provinces from the United States was \$29,000,000.

INCREASE OF TRADE DURING THE TREATY.

To put it in another shape, during the twelve years taken as comprising the whole period of the treaty the imports of Canada from the United States averaged \$29,000,000, the exports \$26,000,000, the total trade \$55,000,000 per annum, and, comparing these figures with those of the period of 1850-1854, there was an increase in the average annual trade of 122 per cent. No doubt the antislavery war, 1861-1865, created an exceptionally brisk demand in the United States for Canadian products; on the other hand, the war bounties attracted thousands of Canadians to the American armies, and to that extent reduced the producing power of the country. All Canadians agreed that the treaty was beneficial in the highest degree in the Provinces. A report of the committee of the Canadian privy council (February 19, 1864), which was intended to rouse the British Government to do something to prevent the abrogation of the treaty, began as follows:

It would be impossible to express in figures with any approach to accuracy the extent to which the facilities of commercial intercourse created by the reciprocity

treaty have contributed to the wealth and prosperity of this Province; and it would be difficult to exaggerate the importance which the people of Canada attach to the continued enjoyment of these facilities. Nor is the subject entirely devoid of political significance. Under the beneficent operations of self-government which the later policy of the Mother Country has accorded to Canada, in common with other colonies possessing representative institutions, combined with the advantages secured by the reciprocity treaty of an unrestricted commerce with our nearest neighbors in the natural productions of the two countries, all agitation for organic changes has ceased, all dissatisfaction with the existing political relations of the Provinces has disappeared.

The concluding words refer to the melting away of the annexation movement amid the prosperity flowing from reciprocity. The report of the committee went on to speak of "the connection which is usually found to exist between the material prosperity and the political contentment" of a country, and hinted that if the treaty were not renewed, annexation might lift its head again. The annexationists, it might be added, used to say that the Southern Democrats had granted the treaty in order to quench the annexation movement, being averse to seeing the North reenforced by the addition of provinces which long before had repudiated slavery.

EFFORTS TO RENEW THE TREATY.

As the period of the natural existence of the treaty drew to an end, the British minister at Washington, at the instance of Canada, made every effort to secure its prolongation. Canadian ministers visited Washington and offered, while admitting American natural products free, to admit also a large line of American manufactures, and to allow Congress to tax Canadian natural products at the frontier in order to put the American farmer on an equality with the Canadian, who had no internal revenue or other war taxes to pay, and consequently could raise field products for a lower cost. They also offered the United States a sort of joint control over the canals of Canada. But on January 18, 1865, notice was given by the United States Government of its intention to abrogate the treaty on the ground "that it was no longer for the interests of the United States to continue the same in force," and all attempts at arranging a prolongation came to an end in February, 1866, the treaty expiring on March 17.

TROUBLES OVER THE FISHERIES.

The treaty had removed the 3-mile limit imposed by the convention of 1818 and given to United States fishermen liberty to take all kinds of fish along the shores and in the bays and harbors of the Provinces of Upper Canada and Lower Canada, Nova Scotia, New Brunswick, and Prince Edward Island, and adjacent islands, with permission to land for commercial purposes and for drying their nets, curing their fish, etc. The salmon, shad, and river fisheries were, however, reserved exclusively for British subjects. Similar liberties, with similar reservations, were given to all British subjects on the eastern seacoasts of the United States north of the thirty-sixth parallel of north latitude.

Shortly after the treaty was repealed, considerable friction arose over the exclusion of American fishermen from the 3-mile limit and the commercial privileges referred to. The Canadian Government placed cruisers in the gulf, which were reenforced by British men-of-war. This condition of affairs came to an end, however, on the conclusion of the Washington treaty of 1871, admitting Canadian fish free into United States ports in consideration of the fishery privileges being again extended to United States fishermen. It will be remembered

also that the Halifax commission awarded Canada and Newfoundland the sum of \$5,500,000 as further compensation for granting the use of its inshore fisheries and coasts during the existence of the treaty of 1871.

In reply to complaints by the Canadian Government that the Washington treaty did not do enough for Canadian fishermen in return for the privileges accorded to American, the British Government (dispatch of Lord Kimberley, Secretary of State for the colonies, to the Governor-General, June 17, 1871) implied that Canada had been harassing the American fishermen, with the object of worrying Congress into removing the duties on Canadian fish.

"Canada," said Lord Kimberley, "can not reasonably expect that this country (Great Britain) should for an indefinite period incur the constant risk of serious misunderstanding with the United States, imperiling, perhaps, the peace of the whole Empire, in order to endeavor to force the American Government to change its commercial policy."

COMMERCIAL UNION PROPOSED.

Between 1866 and 1871 various propositions were made by the Dominion Government, looking to a new reciprocity treaty. In 1870 Mr. L. S. Huntington, a prominent Liberal member of the Dominion Parliament, afterwards a minister of the Crown, moved a resolution in favor of commercial union—that is, absolute free intercourse in all kinds of goods, natural or manufactured, with the United States—but it was voted down. In the debate an editorial from *The London Times* was read, to the effect that if Canada did enter into a commercial union with the United States, involving tariff discrimination against British manufactures, Great Britain would not object.

In 1874, the British minister at Washington and Mr. George Brown, of Toronto, acting for the Canadian Government, arranged a commercial treaty, but it was not passed by the United States Senate. When Canada adopted a protective tariff in 1879, Sir John Macdonald let it be understood that one of his main objects was to secure reciprocity. A resolution of his read that the Canadian tariff, "moving as it ought to do in the direction of a reciprocity of tariffs with our neighbors, so far as the varied interests of Canada may admit, will greatly tend to procure for this country eventually reciprocity of trade." Furthermore, he placed an offer of reciprocity in certain natural products in the protective tariff, a plan adopted by the Government prior to 1854.

In 1887–88, Mr. Joseph Chamberlain, now colonial secretary, and Sir Charles Tupper, baronet, while negotiating a fishery treaty, which was defeated in the United States Senate, urged the consideration of an agreement for reciprocal trade, but the United States representatives declined to discuss the subject.

At the Canadian elections of 1891, Sir John Macdonald went to the polls with the announcement that he was going to obtain a renewal of the reciprocity treaty of 1854–1866, and later on colleagues of his had interviews with Mr. Blaine, which came to nothing. While they were anxious to obtain reciprocity in natural products, they were averse to reciprocity in manufactures, ostensibly on the ground that free trade in manufactures with the United States would necessitate tariff discrimination against the manufactures of Great Britain, and thus weaken the political tie with her. Probably, however, their real objection to reciprocity in manufactures was that Canadian manufacturers could not compete with those of the United States, and Sir John's ministry, like the ministry in power to-day, was a manufacturer's cabinet.

PLATFORM OF THE LIBERAL PARTY.

In 1888 the Liberal party of Canada began to agitate for what it called unrestricted reciprocity, i. e., a wide measure of free trade between the two countries in manufactures, as well as in natural products. It was to counter this proposition that Sir John Macdonald, in 1891, opened negotiations with Mr. Blaine. In 1893, the Liberals, in convention at Ottawa, adopted the following platform on the reciprocity question, which is their platform to-day:

That having regard to the prosperity of Canada and the United States, as adjoining countries with many mutual interests, it is desirable that there should be the most friendly relations and broad and liberal trade intercourse between them; that the interests alike of the Dominion and of the Empire would be materially advanced by the establishing of such relations; that the period of the old reciprocity treaty was one of marked prosperity to the British North American colonies; that the pretext under which the Government appealed to the country in 1891, respecting negotiations for a treaty with the United States was misleading and dishonest and intended to deceive the electorate; that no sincere effort has been made to obtain a treaty, but that, on the contrary, it is manifest that the present Government, controlled as they are by monopolies and combines, are not desirous of securing such a treaty; that the first step toward obtaining the end in view is to place a party in power who are sincerely desirous of promoting a treaty on terms honorable to both countries; that a fair and liberal reciprocity treaty would develop the great natural resources of Canada, would enormously increase the trade and commerce between the two countries, would tend to encourage friendly relations between the two peoples, would remove many causes which have in the past provoked irritation and trouble to the Governments of both countries, and would promote those kindly relations between the Empire and the Republic which afford the best guaranty for peace and prosperity; that the Liberal party is prepared to enter into negotiations with a view to obtaining such a treaty, including a well-considered list of manufactured articles, and we are satisfied that any treaty so arranged will receive the assent of Her Majesty's Government, without whose approval no treaty can be made.

COMMERCIAL INDEPENDENCE OF CANADA.

The Liberal party also favors the commercial independence of Canada, i. e., the exercise by Canada of the treaty-making power in her own interests. As matters stand at present, Canada can not negotiate with the United States or any other foreign country except with the approval of the British Government and through its diplomatic agents. Furthermore, Canada can not make a commercial treaty with a foreign nation without taking in Britain, who does the negotiating, and extending her concessions not only to Britain but to countries to which Britain has favored-nation arrangements covering the colonies. And Britain must likewise participate to the full in the tariff concessions made by foreign countries to Canada. Under such conditions, of course, it is difficult to treat with foreign nations. Why should Americans, for instance, have to grant to Britain everything they are prepared to give to Canada in return for special concessions from Canada, Britain giving none in return? The case was well stated by Congressman Bowman, of Massachusetts, in the House of Representatives, June 1, 1880:

We in the United States [he said] made fish free to Canadians because, as a consideration, we received the right of fishing in Canadian waters. Can England, or France, Germany, or the Hawaiian Islands come in and say that we are therefore bound to make fish free to them? That can not be maintained for a moment. We reply to those countries that when they can do for us exactly what Canada does, or as much as Canada does, they will have claims on our consideration, but until then they have none.

Britain herself makes treaties with foreign countries that do not apply to or include Canada, but Canada is not at liberty to reverse the process and make treaties that do not include Britain. Britain allows

Canada and the other self-governing colonies to levy the same duties upon her goods as upon the goods of foreign countries. What Liberals desire is that Canada should be permitted to enjoy the prerogatives of a sovereign nation in commercial matters, so that she may deal directly with foreign markets and make such arrangements with them as may suit the interests of her own people without reference to the effect, which at most would be trifling, upon the interests of the British manufacturer. Mr. Chamberlain has hinted that tariff discrimination against British goods, which would be involved in the commercial independence of Canada, would lead Englishmen to sever the political tie, and the threat is used by the Tory party at Ottawa to discredit the Liberal proposition. At the same time, there is no doubt that the feeling in favor of commercial independence is growing.

THE ATTITUDE OF NEWFOUNDLAND.

To complete this rough sketch of the history of the reciprocity question, it may be well to say a word about Newfoundland. Newfoundland does not belong to the Canadian Confederation, but is a self-governing colony by herself.

In a speech in Maine, before he became Secretary of State in Mr. Harrison's Cabinet, Mr. Blaine laid down the principle that the British colonies in North America should not be allowed to enjoy the commercial advantages of American statehood while retaining their European allegiance. But he was afterwards willing to make an exception of Newfoundland to some extent. The treaty he arranged with the Newfoundland Government through Sir Julian Pauncefote in 1890 provided for the free admission into the United States of dry cod, herring, lobsters, cod and seal oil, seal skins, salmon trout, etc., in return for the free admission into Newfoundland of implements, printing presses, gas engines, raw cotton, and crushing mills from the United States. The treaty also established maximum rates which were not to be exceeded on American flour, pork, bacon and hams, beef, indian meal, salt, kerosene, and other articles. Newfoundland was also to concede to American fishermen the right to touch and trade and procure supplies in Newfoundland.

Mr. Blaine's object apparently was to extend American trade and also to get around the prohibitions imposed upon American fishermen by Canada and Newfoundland under article 1 of the treaty of 1818. Under their literal interpretation of article 1 the colonies prohibit American fishing vessels from landing on their coasts except to seek shelter, obtain wood and water, and make repairs. But fresh bait is necessary to a successful trip after mackerel or after cod on the Banks; it is also convenient for a Boston or Gloucester vessel to be able to transship her catch somewhere near the scene and hurry back to her fishing; ships' stores and ice for the bait have to be replenished, new sails may be required, illness may disable members of the crew and their places must be filled. For these and other reasons commercial privileges on the coast of Canada and Newfoundland are desirable.

Mr. Blaine's design was to obtain these privileges from Newfoundland; they can be obtained in Canada, but only on payment of a tonnage tax, which American fishermen consider unjust under the circumstances.

The treaty with Newfoundland was, however, pigeonholed by Lord Salisbury at the instance of the Government at Ottawa. It pointed out to Lord Salisbury that a separate arrangement with Newfoundland

would create discontent in the Canadian seaboard Provinces and practically destroy the Canadian contention under the treaty of 1818; Canadian fishermen would be paying high duties under the American tariff, while the fishermen of Newfoundland would be receiving special compensation in the shape of removal of duties for their abandonment of the literal interpretation of article 1, to which both Newfoundland and Canada had hitherto been pledged. Newfoundland was annoyed at the failure of the treaty through Canada's interference, and for a short time a tariff war was carried on between the two colonies.

RECIPROCITY IS OF GREAT IMPORTANCE TO NEWFOUNDLAND.

The fishermen of France, who use the French Islands of Miquelon as their base of operations for pursuing the Bank cod fishery, receive large bounties from the French treasury on the dry cod which they sell on this side of the Atlantic and also on the dry cod they sell in European markets. The Newfoundlanders can not compete abroad with the bounty-fed cod of France. The United States would under reciprocity be the best market for all their fish. It is also the best market for Newfoundland minerals.

In the treaty of commerce, arranged by Sir Edward Thornton and Mr. Brown in 1874, it was proposed, among other things, that there should be reciprocal trade in certain manufactured articles as well as in certain natural products, but it was provided that similar manufactures coming from Britain should also be admitted free into Canada; that is, there was to be no discrimination against Britain. The manufactures selected for free exchange were, however, for the most part, manufactures in which Britain could not compete successfully with the United States in the Canadian market. The list was as follows:

Agricultural implements, axles, boots and shoes, boot and shoe making machines, buffalo robes, cotton grain bags, cotton denims, cotton jeans, unbleached; cotton plaids, cotton ticking, cottonade, unbleached; cabinet ware and furniture, carriages, carts and wagons, fire engines, felt covering for boilers, gutta-percha belting and tubing, bar iron, hoop, pig, puddled, rod, sheet, and scrap iron; iron nails, spikes, bolts, etc.; iron castings, india-rubber belting and tubing; locomotives, lead, sheet or pig; leather harness and saddlery; mill, factory, and steamboat engines and machines; manufactures of marble, stone, slate, or granite; manufactures of wood, or of wood along with metal materials; mangles, washing machines, wringing machines, and drying machines; printing paper for newspapers, paper-making machines, printing type presses and folders, paper cutters, rolling machines, page-numbering machines, stereotype and electrotypes apparatus; refrigerators; railroad cars, carriages, and trucks; satinets, or wool and cotton; steam engines; steel, rod or cast, and steel plates and rails; tin tubing and piping; woollen tweeds; water wheels, machines, and apparatus.

In speaking in the Canadian Senate upon this abortive treaty, Mr. Brown said:

These articles were selected with a triple object; the first was, that they should be articles of common daily use among the people or affect the prosecution of our leading industries; the second, that they should be of such a character as to be difficult to smuggle across the lines and easy of identification as a genuine production of Canada or the United States; the third, that they should be, as far as possible, the production of branches of industry natural to Canada or the United States, and in which a considerable intertraffic between the two countries might reasonably be expected.

A sliding scale, by which the existing custom duties were to be gradually reduced, was provided for in order to give the manufacturers some time for preparation for the change.

The Liberal party would be prepared to negotiate a treaty with the United States on somewhat similar lines, if it should be returned to power at the approaching elections. It is safe to say that it would be prepared to negotiate on even broader lines. It fully realizes that the proposition of the present Government at Ottawa for a reciprocity in natural products only is scarcely fair to the United States, for most of the gain would be to Canada; that any equitable arrangement must permit the United States to pay in factory goods for the natural products and raw material coming from Canada. Moreover, such a treaty would be beneficial to the farmers, lumbermen, fishermen, and miners of Canada in providing them with cheaper factory goods than they can now obtain in Canada.

EFFECT OF THE WILSON LAW IN CANADA.

When the Wilson bill, reducing the duties on certain Canadian farm products, was adopted Mr. Haycock, the leader of the farmers' movement (Patrons of Industry) in Ontario, said that "Mr. Wilson had done more for the Canadian farmer than had ever been accomplished for him by the Government of Canada."

For many Canadian farm products the United States is the only available market. That is, as regards these articles, the United States is a monopolist buyer, and a monopolist buyer, like a monopolist seller, can fix his own price. Whatever the United States duty may be on such articles, therefore, the Canadian farmer has to pay it. Sir John Macdonald used to illustrate this by taking the case of two farmers, one on each side of the boundary line. The farmer on the American side, getting his barley to Albany, Oswego, and New York free of duty, invariably got a higher price than his neighbor on the Canadian side of the road by the amount of the duty. He also used to point out, as in his speech in the Canadian Parliament on the Washington treaty, that Canadian fishermen, for a like reason, got just whatever the Boston and Gloucester buyers chose to give them for their fresh fish. They had no other market for their fresh mackerel, etc., and were obliged, therefore, to pay the duty on entering it.

Since the adoption of the McKinley agricultural schedule in 1890, efforts have been made to find a market in England for Canadian farm products that used to go to the United States, but for such commodities England is only a second-best market, and the figures which go to show that the exports of Canadian farm products to her are increasing, do little more than testify that trade is being diverted from its natural channel to the detriment of the Canadian farmer. Efforts have also been made to establish a trade with Australia, and a bonus of \$120,000 a year is given to a steamship line running between British Columbia and Sydney, New South Wales. Australia, however, is too far off. Last year only \$6,000 worth of Canadian farm products were exported to that colony. Lord Farrer, formerly permanent secretary of the Government Board of Trade in England, and an expert on colonial trade, states the matter thus:

Canada and England are separated by the Atlantic; Canada and the United States are distinguished, rather than separated by a bridged and navigable river and by an imaginary line. Trade between England and Canada has to overcome natural difficulties; trade between Canada and the United States would be unchecked but for artificial difficulties. Even now, Canadian trade with the United States increases

more rapidly than her trade with the United Kingdom. The people of Canada and of the United States are similar in race, in language, and in habits, and are becoming more so daily.

CANADIAN TRADE WITH THE UNITED STATES.

The figures bear out Lord Farrer's view. The aggregate trade of Canada in 1894-95 with the United States was greater than her aggregate trade with Britain, notwithstanding that the United States taxes Canadian products while England admits them free, and notwithstanding also that for fifty years England has been pouring loans into Canada, the principal of which comes in the form of manufactures and the interest on which is remitted to England in the shape of natural products. The exports to England last year were \$61,900,000; to the United States \$41,300,000. The imports from Britain were \$31,000,000; from the United States, \$54,600,000.

Had trade between Canada and the United States been as free as between Canada and Britain, both exports to and imports from the United States would, of course, have been indefinitely larger. The total foreign trade of Canada last year was \$219,000,000 so that her trade with the United States is over 40 per cent of the whole.

In 1888 and 1889, just prior to the McKinley Act, the exports to the United States, notwithstanding the duties, were higher than the exports to the United Kingdom. The United States is "out of sight" the best market for Canadian minerals. Last year the total export of Canadian minerals amounted in value to \$6,980,000, of which those sent to the United States constituted \$6,270,000.

A royal commission appointed by the Government of the Province of Ontario to consider the best means of developing the mineral resources of the Province, reported strongly in favor of free trade in minerals with the United States. In fact, it as much as said that without free trade with the United States there could be no mineral development to speak of in Canada. The United States is, or would be, the best market for Canadian fish, lumber, horses, sheep, lambs, eggs, barley, wool, beans, hay, potatoes, fruit, poultry. If it were free, Canadian live cattle would go to Chicago, Buffalo, and Boston, and Canadian cheese, which now goes almost exclusively to England, would find sale in the large cities of the Northern States. Manitoba hard wheat could then be sold at the neighboring mills at Minneapolis, instead of, as now, having to go by rail 2,000 miles to the Atlantic seaboard, and thence to England.

Mr. Martin, member of Parliament for Winnipeg, said in a recent speech in Parliament that if trade with the United States were free, Manitoba would be able to raise a large barley crop for export, which, ripening earlier than wheat, would be less exposed to the risk of the frosts which sometimes damage the wheat crop. British Columbia would benefit equally by closer trade relations; indeed, as it is, the bulk of her export trade is done with the neighboring Pacific States.

EMIGRATION OF CANADIAN POPULATION.

It is believed also by most Canadians that by thus allowing the people of Canada to turn their labor and natural resources to the best account reciprocity with the United States would tend to check the exodus of population. According to the United States census, there were 980,000 natives of Canada and Newfoundland in the Union in

1890. Fully 900,000 of these must have been natives of Canada. By the Canadian census of 1891, the population of Canada was 4,800,000, of whom 4,200,000 were native born. Thus nearly 25 per cent of the native Canadian race is in the United States. The United States is also absorbing persons of European birth who settle in Canada for a while and then cross the line. They are not credited to Canada by the United States census, but to the countries of their birth, although they represent a heavy drain upon Canadian national life. It is estimated that there must be 500,000 such persons in the United States. It is not to be supposed that reciprocity would absolutely stop the exodus, but it would certainly diminish it. There will always be a disposition among inhabitants of northern climates to turn their faces to the sun.

THE NATIONAL CONDITION OF TRADE.

A glance at the map is sufficient to show that nature designed the two countries to have intimate trade relations. A line drawn from the top of Minnesota to the top of Maine includes nearly all the inhabited portion of Ontario and Quebec, the two oldest and richest provinces. Maine projects like a wedge to within 40 miles of the Lower St. Lawrence, leaving the seaboard provinces within the New England area. Ontario projects like a wedge 400 miles into American territory. It and Quebec are separated from the seaboard provinces by a stretch of barren land from Manitoba and Lake Superior by a thousand miles of rock and muskeg, while Manitoba in turn is separated from British Columbia by the Rocky Mountains. The Dominion is thus broken up geographically into four blocks, each of which, if left alone, would find its natural market in the States adjoining it to the south. Ontario would not deal with Nova Scotia or Manitoba so much as with New York, Pennsylvania, Michigan, Illinois, and Ohio, which contains twenty millions of customers right at her door. She can talk to some of them by telephone and reach all by rail or water in a few hours. Buffalo has as many inhabitants as there are between Lake Superior and the Rocky Mountains, on Canadian soil; Chicago nearly twice as many as there are in the Canadian seaboard provinces. Yet in order to get trade, Ontario, the pillar of Confederation, is sundered from those rich markets and saddled with gigantic burdens for a railway to Manitoba and another all the way to Cape Breton. It is much the same with the seaboard provinces. They could take their fish and other produce by sea to Boston in a few hours and exchange it for cheap manufactures. Instead of that they are compelled to pay a duty on their fish and farm products on entering Boston, to return empty, and procure dear manufactures from the distant markets of Montreal and Toronto, which buy little from them but canned lobsters. New England is also the natural market for their coal and iron.

The Conservative party adopted protection, so it said, because it was unable to obtain closer trade relations with the United States and in order to force the United States to concede them. The protectionist interests are now so strong politically that, to-day, the party places protection first and reciprocity last.

PROBABLE BENEFITS OF A RECIPROCITY ARRANGEMENT.

It is not, perhaps, within my province to enumerate the benefits which the United States would obtain from closer trade relations with

Canada. The principal imports from the United States at the present time are as follows:

Live animals.	Oats and rye.
Indian corn.	Buttons.
Wheat, corn meal, and other grains.	Carriages.
Clocks.	Coal and coke.
Cordage and twine.	Cotton, and manufactures of.
Drugs and dyes.	Electric apparatus.
Fancy goods.	Flax, and manufactures of.
Fruits.	Furs.
Glass and glassware.	Gutta-percha, manufactures of.
Hats, caps, and bonnets.	Raw hides.
Jewelry.	Leather, and manufactures of.
Brass, and manufactures of.	Copper, and manufactures of.
Gold and silver, and manufactures of.	Iron and steel, and manufactures of.
Lead, and manufactures of.	Musical instruments.
Oils and paints.	Provisions.
Paper.	Seeds.
Silk manufactures.	Sugar.
Tobacco.	Watches.
Wood manufactures.	Woolen manufactures.
Books and periodicals.	

During the last few years Canadian imports from the United States have grown, while those from Britain have fallen off.

The imports from the United States for the fifteen years, 1881-1895, were \$752,000,000; the imports from Britain during the same period, \$638,000,000.

American iron and steel is displacing British in the Canadian market, and there is a growing call for American machinery and other manufactures, which are in many cases better adapted than British to Canadian conditions and requirements. With a liberal reciprocity treaty favoring American manufactures, there can be no doubt that the imports from the United States would rapidly increase, to the benefit alike of the Canadian farmer and the American artisan.

THE PERCENTAGE OF DUTY ON THE VALUE OF THE GOODS,

dutiable and free, entered for consumption in 1894-95 was 16.99. The percentage of duty on the dutiable goods alone entered for consumption was a fraction over 30. The duty on pig iron is \$4.48 per long ton and the Ottawa government gives a bonus to Canadian furnaces of \$2.24. The average of the duties on iron and steel goods of all kinds is 26 per cent. Implements are taxed 20 and 35 per cent, the 20 per cent duty being levied on reapers and the like. The average of the duties on leather goods is 20 per cent, on silks 30, on paper and manufactures of paper 30, on gutta-percha and rubber goods 30, on flax, hemp, and jute manufactures 22, on earthenware and china 30, on cotton manufactures 29. The duty on bituminous coal is 60 cents per ton; anthracite and coke are free. The average of the duties on carriages, buggies, and railroad cars is 30. Wheat is taxed 15 cents per bushel, corn 7½ cents, pork 3 cents, kerosene 6 cents per gallon, with a duty on the barrels. The average duty levied on imports from Great Britain exceeds the average on imports from the United States, owing to so much more raw material being bought from the United States. As a rule, farm products command a higher price in the United States than in Canada.

In a recent speech in Parliament Mr. McMillan, a Liberal member, showed that during the thirteen years 1882-1894 wheat averaged 92.3 cents in the United States as compared with an average of 85.6 cents in the Province of Ontario; and so with oats, cattle, live hogs, etc.

The price of barley is usually higher at Buffalo than at Toronto by the amount of the United States duty and the cost of transportation from Toronto to Buffalo.

The protective tariff in Canada has not fulfilled expectations. The home market is small, numerically, and scattered over a vast area. Hence the cost of selling and shipping goods is exorbitant and the cost of manufacturing them high, because manufacturers are unable to specialize their labor and machinery for the production of special lines. It happens, also, that coal is found only at the extremities of the Dominion, in Nova Scotia and British Columbia, 4,000 miles apart.

The percentage of increase in the population of the Dominion between 1881 and 1891, with protection in force, was only 11.76, or less than the percentage in an old and overcrowded community like England and Wales, and not half as great as the percentage in the United States. It can not be doubted that the slow progress of Canada is due in great part to her economic disabilities. What would rich commonwealths like New York, Pennsylvania, or Ohio have amounted to, if, from the beginning, they had been cut off from the industrial and commercial life of the rest of the continent and thrown back entirely upon themselves?

SITUATION OF THE FISHERY QUESTION.

It is generally allowed in Canada that the North Atlantic fishery question is in an unsatisfactory position. At present American fishermen are allowed commercial privileges in Canadian ports, on payment of a tonnage tax of \$1.50 per ton. At the same time, Canada allows the French fishermen of the Miquelon Islands, the sole remnant of French Empire in North America, to enjoy full commercial privileges in Canadian ports, without receiving any equivalent whatever from France; and Canadian fishermen enjoy similar privileges to the fullest extent in American ports. The bonding privilege, under which a large railroad and canal traffic has sprung up, is of great importance to the inland Provinces of Canada, which are shut off from the Canadian seaboard by the five months of winter. No doubt it is also an advantage to the people of New England, Minnesota, and Illinois, who are served to some extent by Canadian railways, as also to the people of the Western States, who send a good deal of produce to the seaboard by the St. Lawrence route. It is felt, however, owing to the peculiar position of the Canadian railroads in respect to the interstate commerce act, that the bonding privilege is in some danger.

The Liberal party thinks that these and other questions affecting the welfare of the two countries might be placed upon a satisfactory basis by means of a general scheme for closer commercial intercourse. They do not discuss the question of political union in their platforms or in their speeches before the public, and have nothing to say on that subject. But they do think that both the United States and Canada would be benefited by the adoption of more intimate trade relations, and, should they obtain power a few weeks hence, will, no doubt, take an early opportunity of placing the case before the Government at Washington.

EDWD. FARRER.

TORONTO, *April 6, 1896.*

APPENDIX B.

TRADE WITH THE ARGENTINE REPUBLIC AND URUGUAY.

TRADE WITH THE ARGENTINE REPUBLIC.

STATEMENT OF MR. WILLIAM E. CURTIS, OF WASHINGTON.

No attempt was made to apply the retaliatory provision of the reciprocity section of the tariff act of 1890 to any other country except Colombia, Venezuela, and Haiti, for the reason that the President believed the duties imposed by them alone were onerous to American commerce and reciprocally unequal and unreasonable. There was some correspondence with the Argentine Republic. That Government contended that the duties it imposed upon our peculiar products, such as lumber, refined petroleum, agricultural implements, machinery, and other manufactures of iron and steel, were not unreasonable in view of the tax we imposed upon wool, which was its principal item of export to the United States. It was intimated at various times during the negotiation that if the United States would remove the duty from wool the Argentine Government would make generous concessions in favor of our manufacturers, but such an arrangement was not authorized by the law.

In January, 1894, the Argentine minister in Washington submitted to the Secretary of State a memorandum, setting forth the mutual economical advantages that would result to the United States and to that country by the free introduction of Argentine wool into our markets, and in a subsequent communication, dated January 30, 1894, informed him that the Argentine Congress, in adopting its tariff for that year, had included crude petroleum in the list of articles to be admitted free of duty. He said:

The exemption of crude petroleum is of the greatest importance to American commerce, for it will be remembered that in the Argentine Republic it is employed as a fuel in competition with English coal, and the annual importation is as follows:

	Tons.		Tons.
1888.....	333, 798	1891.....	350, 680
1889.....	658, 054	1892.....	520, 771
1890.....	514, 582		

LIBERAL OFFERS IN EXCHANGE FOR FREE WOOL.

The Argentine Government desires to strongly insist upon its opinion that the approval of the action in respect to wool will extraordinarily increase the volume of the commercial relations between the two countries, and permit the manufactured products of the United States to enter into active competition with similar articles of European origin in the rich Argentine market.

It is also expected that the Argentine Congress will exempt from the payment of duties lumber, lubricating and fuel oils, and refined petroleum from this country, which articles are consumed in Argentine upon a large scale.

This communication was forwarded by the Secretary of State to the Committee of Ways and Means on the 3d of February, 1894, while what is known as the Wilson bill was under consideration.

On the 30th of July, 1894, while that bill was pending in the Senate the Secretary of State forwarded to the Finance Committee another communication from the Argentine minister inclosing a cablegram from the minister of foreign affairs at Buenos Ayres, with reference to the

vote of the Senate concurring in the vote of the House of Representatives concerning the removal of duty on wool, as follows:

Received telegram with great satisfaction. Government will use efforts in order that Congress shall respond with all possible exemption. EDUARDO COSCA.

The Argentine minister, commenting upon this telegram to the Secretary of State, says:

It shows that my country proposes to advocate additional reductions of duty in respect to products of the United States, and a commission appointed to study the reform of the customs laws has already publicly stated its opinion in favor of the reduction, to an important extent, of duties upon refined petroleum, agricultural machinery, and white pine and spruce lumber, which articles are at present among the principal purchases of the Argentine Republic in the markets of the United States.

In communicating to the Secretary of State these satisfactory tidings, I permit myself to remember that they confirm the predictions which I had the honor to submit to the upright judgment of the President of the United States, in the interview wherewith he honored me on the 13th of November, 1893, and to the Secretary of State in various communications, oral and written, wherein I stated that the free admission of wools and other agricultural products would give a new and reciprocally advantageous aspect to the commerce of the two nations, energetically stimulating it in favor of spontaneous and reciprocal parliamentary courtesies.

NO NOTICE TAKEN OF THE ARGENTINE OVERTURES.

Neither the Senate nor the House of Representatives appears to have taken any notice of these friendly advances from the Argentine Government. On the contrary, they proceeded to remove the duty on wool without even acknowledging the courteous disposition of that country to make corresponding concessions in favor of the products of the United States. As a consequence the Argentine Government swallowed its chagrin and dropped the subject. It could not be expected to force friendly concessions upon the United States, nor to insist upon making them when their offers were received with contemptuous indifference. Therefore no action was taken by the Argentine Congress in the way of reductions or discriminations in the interest of the farmers and manufacturers of the United States.

The very natural result was that when Mr. Buchanan, the very active and able minister of the United States at Buenos Ayres, went to the minister of foreign affairs a few months later to ask that some concessions might be made in the duties upon imports from the United States in the tariff of 1895, he was coolly informed that the Argentine Government did not consider itself under any obligations to the United States because of the removal of the duty upon wool, its chief article of export from that country to this. He explained that his Government understood the situation, and that our Congress did not remove the duty with any intention to benefit them, but merely as a political measure, and in response to the demands of public sentiment in the United States.

The sensitive temperament of the Argentine people on this subject, however, was indicated by a letter which Mr. Dominguez, the estimable chargé d'affaires of the Argentine Republic in this city, wrote to the Secretary of State and forwarded to the chairman of the Senate Committee on Finance, in January last, remonstrating against the proposed restoration of the duty on wool, "in order that there should not be any interruption in the good feeling now happily existing, and to avoid disturbing the commercial relations between the two countries"—that is, the Argentine Republic and the United States. He asks that his country be exempted from the operation of the bill if a duty upon wool is insisted upon, and says:

In this way the relations with the sister Republic would not be affected, and the Argentine Republic would supply, in a moderate degree, the wants of this market,

while the United States, taking advantage of the field open to American manufacturers in that country, would continue to expand her exports.

EFFECT OF FREE WOOL UPON THE ARGENTINE TARIFF.

In December, 1894, the Argentine Republic, as usual, revised its tariff, and instead of responding in a generous manner to the removal of the duty on wool as promised by the minister of foreign relations and the Argentine minister in Washington, while the tariff law of 1894 was under consideration, the only reduction of any significance was from 60 to 20 per cent ad valorem in the duties on cotton goods, which are not imported in any quantity from the United States.

There was a reduction on petroleum from 2 to 1½ cents per liter, which is about a gallon. Harness, boots and shoes, ready-made clothing, furniture, wagons, and carriages, which we export to a very small amount, were reduced from 60 to 50 per cent ad valorem, but the duty on lumber, which is the largest of our exports, was increased from 5 to 15 per cent, and railway supplies and other articles of iron and steel were taken from the free list and taxed 5 and 10 per cent ad valorem.

Mr. Vicente J. Dominguez, the accomplished chargé d'affaires of the Argentine Republic at Washington, in a letter printed herewith commends the generosity of his Government in reducing the duty on yellow pine from 25 to 15 per cent ad valorem, and advancing the duty on white and spruce pine, "which goes chiefly from Canada," from 5 to 15 per cent. He gives figures to show that the Argentine Government thus surrenders \$256,000 in duties annually in favor of the United States.

The facts are that during the fiscal year ending June 30, 1895, the exports of lumber of all kinds from the United States to the Argentine Republic (yellow pine is not given separately) were valued at \$873,408. In 1894 the total was \$868,038; in 1893, \$979,131; in 1892, \$408,851, and in 1891, \$586,821, which allows an average of \$743,249 per year for the last five years.

Assuming these shipments to be entirely of yellow-pine lumber—which they were not, as they included several other kinds of lumber, timber, and manufactures of wood—the maximum duty formerly imposed by the Argentine Government under its 25 per cent rate would have been an average of \$185,649 a year. This duty was recently reduced from 25 to 15 per cent. Therefore the amount actually surrendered by the Argentine Government was the difference between 15 and 25 per cent of \$743,249, which is 10 per cent of that amount, or \$74,324.90.

PROPORTION OF FREE IMPORTS INTO THE UNITED STATES.

On the other hand, the imports into the United States from the Argentine Republic during the last five years, free and dutiable, were as follows:

Year—	Free.	Dutiable.	Total.
1891	\$4, 503, 828	\$1, 470, 716	\$5, 976, 544
1892	3, 921, 623	1, 422, 175	5, 343, 798
1893	3, 843, 843	1, 395, 252	5, 239, 095
1894	2, 687, 999	809, 031	3, 497, 030
1895	6, 835, 982	839, 288	7, 675, 270

Of the \$839,288 in imported merchandise which paid duty in 1895, \$224,172 was third-class wool entered before the Wilson-Gorman law went into effect, and \$589,887 was linseed and flaxseed. Previous to last year the imports into the United States were almost entirely wool and hides. The total value of hides and skins imported in 1895 was

\$4,423,154. The last duty imposed upon hides by the United States was 10 per cent ad valorem, in 1861, which was repealed in 1872. If this duty were still applied the hides imported from the Argentine Republic would have brought \$442,315.40 into the Treasury last year.

The imports of wool last year from the Argentine Republic amounted to 25,745,854 pounds, and the amount of duty that would have been collected upon it had not that article been placed upon the free list was \$2,021,401, as follows:

	Pounds.	Duty.
Class 1	6,643,544	\$1,461,578
Class 2	221,819	26,618
Class 3	18,880,491	533,205
Total	25,745,854	2,021,401

Thus, on the two articles wool and hides the United States surrendered a total of \$2,463,716 in duties in favor of the Argentine Republic, while the latter Government surrendered \$74,324, or, according to Mr. Dominguez, \$256,000, in favor of the United States.

This is not reciprocity, but at the same time our Congress did not ask the Argentine Republic to reciprocate. On the contrary, the United States Senate ignored the friendly advances of that Government. Therefore, while we have nothing to complain of, this incident may point a moral for future tariff legislation. If the tariff law of 1894 had contained a clause providing that the removal of the duty on wool should apply only to imports from such countries as made reciprocal concessions in favor of the products of the United States, there would have been other changes in the tariff of that country.

THE ARGENTINE TARIFF.

The Argentine tariff is ad valorem, and all goods pay a duty of 25 per cent except such as are specified.

The following statement shows changes in the rates of duty upon principal articles of export from the United States in 1894 and 1895, before and after the removal of the duty on wool by the Congress of the United States:

Articles.	1894.	1895.
	<i>Per cent.</i>	<i>Per cent.</i>
Bacon.....	(a)	(a)
Boots and shoes, leather goods, harness, etc.....	60	50
Butter.....per kilo..	30	10
Candles.....do.....	15	10
Carriages, wagons, and other vehicles.....	60	50
Cotton fabrics.....	25	20
Manufactures of.....	60	50
Raw.....	5	2.5
Furniture.....	60	50
Hams.....	(b)	(b)
Hats, caps, and ready-made clothing.....	60	50
Iron and steel exclusively for railways and tramways.....	Free.	10
Scrap.....	Free.	5
Kerosene.....per liter..	2	1.5
Lard.....per kilo..	18	8
Machines of all kinds.....	5	10
Oil, vegetable, of all kinds.....	12	10
Silk, manufactures of.....	60	50
Stockings and knitted stuff.....	40	45
White pine and spruce.....	5	15
Yellow pine.....	25	15
Wool, manufactures of.....	60	50
Woolen yarn for weaving.....	Free.	5

a 25 per cent ad valorem in 1894; 20 centimes per kilo in 1895.

b 25 per cent ad valorem in 1894; 25 centimes per kilo in 1895.

In the tariff laws of the Argentine Republic for the year 1895 appear the following items, which were not classified in the tariff of 1894. The duty which would probably have applied is given.

Articles.	1894.	1895.
	<i>Per cent.</i>	<i>Per cent.</i>
Machines of all kinds of a value of 100 pesos and more.....	5	10
Machines and motors of all kinds for agricultural purposes.....	Free.	5
Wire of iron or steel, barbed, for fences.....	5	5
Iron in ingots, for foundries.....	(a)	5
Twine for reaping machines.....	Free.	5
Cod and similar fish, salted.....	(b)	4

a 2 centimes per 10 kilos.

b 30 centimes per kilo.

REDUCTIONS IN THE ARGENTINE TARIFF IN 1895.

The following statement shows the rates of customs duties imposed upon certain articles of import into the Argentine Republic during the years 1894 and 1895, before and after the removal by the United States of the tariff on wool:

Articles.	1894.	1895.
Cheese.....centimes per kilo..	.30	.20
Coal.....	Free.	Free.
Flour, wheat, or maize.....	Free.	Free.
Iron and steel, and manufactures of:		
Arms and accessories thereof.....per cent..	50	50
Plows.....do.....	5	5
Machinery and material for public illumination.....do.....	.05	.05
Machinery and apparatus for industrial purposes.....do.....	.05	.05
Machinery of all kinds with steam, gas, compressed-air, or electric motors, per cent.....	.05	.05
Motors imported separately.....per cent..	.05	.10
Extra or exchange parts for the machines above enumerated.....do.....	.05	.05
Sewing machines and needles for same.....do.....	.05	.05
Wire from No. 1 to No. 13, in rolls or on bobbins.....do.....	.05	.05
Wire, galvanized.....do.....	(a)	.05
Jewelry.....do.....	.05	.05
Lead.....do.....	(b)	.10
Locomotives.....	Free.	Free.
Matches:		
Wax.....centimes per kilo..	.80	.80
Wood.....do.....	.40	.40
Petroleum, crude, and naphtha.....	Free.	Free.
Paper:		
For writing and printing.....centimes per kilo..	.03	.03
Straw, blotting, gray for bags, packing, etc., wall and colored.....do.....	.15	.12
Pickles of all kinds.....do.....	.15	.10
Preserves of all kinds.....do.....	.30	.20
Salt:		
Common.....centimes per hectoliter..	.20	.20
Table.....centimes per 100 kilos..	2.00	2.00
Wire tacks.....centimes per kilo..	.03½	.03

a 0.005 centime per kilo.

b 0.00½ centime per kilo.

In the tariff laws of the Argentine Republic for the year 1895 appear the following items, which were not classified in the tariff of 1894. The duty which would probably have applied is given.

Articles.	1894.	1895.
	<i>Per cent.</i>	<i>Per cent.</i>
Machines of all kinds of a value of 100 pesos and more.....	5	10
Machines and motors of all kinds for agricultural purposes.....	Free.	5
Wire of iron or steel, barbed, for fences.....	5	5
Iron in ingots, for foundries.....	(a)	5
Twine for reaping machines.....	Free.	5
Cod and similar fish, salted.....	(b)	4

a 2 centimes per 10 kilos.

b 30 centimes per kilo.

The Argentine tariff for 1896 is the same as that for 1895, with a few modifications, the only changes that affect the interests of the United States being an increase of the duty upon walnut lumber from 5 to 15 per cent ad valorem and the reduction of the duty upon horserakes from 25 to 5 per cent.

There is always more or less confusion in comparing the official trade statistics of the Argentine Republic with those of the nations with which it has commerce. This is due to the practice of that Government of assessing duties upon the local value instead of the export value of imported merchandise, which represents commissions and transportation as well as original cost.

VALUE OF THE ARGENTINE MARKET.

The value of the market of the Argentine Republic to the manufacturers of the United States, as well as the danger that our agricultural interests have to fear from its competition in the grain ports of Europe, is beginning to be thoroughly understood, and a brief examination of the lists of imports into that country will demonstrate how great an advantage was thrown away when the Fifty-third Congress rejected the friendly advances of that Government.

The total imports of merchandise into the Argentine Republic from all countries in 1894, the last year for which the statistics are obtainable, amounted to \$89,478,660, of which about 38 per cent came from Great Britain, 22 per cent from France, 12 per cent from Germany, 8 per cent from Belgium, and less than 6 per cent from the United States.

The Argentine Republic is purely an agricultural and pastoral country. The absence of fuel and water power will permanently prevent the establishment of mechanical industries to any great extent, and therefore the people will always be compelled to buy abroad whatever they require in the way of manufactured merchandise. They are a luxurious and, in some respects, an extravagant nation. In past years they have in turn enjoyed extraordinary prosperity and suffered from severe financial and commercial depression. But the capacity of the Republic for the production of food is practically unlimited and depends upon the numbers of the population and the expansion of the cultivated area. But they must buy in foreign markets everything that is needed to wear and use in their households, their machinery and implements and other articles of iron and steel, their building material (both lumber, hardware, and roofing), their agricultural implements and tools, their railway supplies, including locomotives and cars; their drugs and medicines, their textile fabrics, their kerosene and coal, and many other articles of luxury and necessity, and the greater portion could be furnished by the United States if our merchants and manufacturers were able to compete with those of Europe on even terms.

ARGENTINE TRADE WITH EUROPE.

Great Britain has always enjoyed the bulk of the trade, and a glance at her exports to the Argentine Republic show that the total has not fallen below \$28,000,000 since 1883; that in 1890 they reached the enormous sum of \$42,000,000, and in 1894 they amounted to \$22,550,000. The largest proportion, usually more than half of the imports from Great Britain, are textile fabrics and cotton and woollen goods, but they include a great deal of iron and steel, railway materials, machinery, agricultural implements, drugs and chemicals, coal, tin and copper wares, and other articles that we can furnish just as well as the British.

The imports into the Argentine Republic from France are mostly luxuries, and there has recently been a falling off in the total, which is explained by the financial depression and the inability of the people to indulge in articles that are not actually needed. In the flush times between 1887 and 1890 the imports from France surpassed \$30,000,000. Now they vary from \$12,000,000 to \$15,000,000, and consist of sugar, wines, jewelry, dress goods, leather, paper, perfumery, and other fancy articles.

The imports from Belgium are mostly cotton and woolen fabrics, ready-made clothing, machinery, railway material, and other articles of iron and steel, paints and oils, and other similar articles, which usually aggregate \$10,000,000 or \$12,000,000, and have been as high as \$14,000,000.

The trade with Germany has at times reached nearly \$16,000,000, and it usually varies between \$10,000,000 and \$12,000,000. The imports consist of articles similar to those that are bought in Belgium, the chief items being wearing apparel of all kinds, machinery, railway supplies, and other manufactures of iron and steel, wire for fences, printing paper, sugar, starch, and beer.

ARGENTINE TRADE WITH THE UNITED STATES.

Compared with the trade of the nations named, the imports of the United States are very insignificant, and the total exports for 1895, \$4,456,163, were less than they were in 1873, when they amounted to \$5,167,616. And this notwithstanding the fine promises of the Argentine Government in case of the removal of the duty on wool. We send them practically nothing that they can not buy elsewhere. They are compelled to come here for their soft lumber, their petroleum, their naval stores, and they buy our agricultural implements because we furnish the best that the world affords. There are, however, some lines of goods which have entirely disappeared from the table of our exports, such as sugar, starch, furniture, tobacco, lard, etc., upon which the tariff is so high that they can not be exported with profits. The tariff on lard, furniture, and tobacco, for example, is 50 per cent ad valorem, and almost every other article they get from us has a corresponding duty.

On the other hand, nearly everything that is imported into the United States from the Argentine Republic since the passage of the tariff acts of 1894 passes free through our custom-houses. The removal of the duty on wool increased the imports from the Argentine Republic from \$3,497,030 in 1894 to \$7,675,270 in 1895. In 1894 only \$809,031 of our imports from the Argentine Republic were subject to duty, and in 1895 only \$238,288.

It will thus be seen that in the matter of tariff the advantage is entirely on the side of the Argentine Republic in our commerce with that country; and, in its eagerness to remove the protection that had made our sheep growers prosperous, the last Congress, by the removal of the duty on wool, without asking reciprocal concessions, was throwing away an opportunity to promote our export trade that would have been greatly appreciated by the manufacturers of the United States.

Although we may compete in the Argentine markets with either Great Britain, France, Germany, or Belgium on even terms, the conditions are such that it is absolutely necessary for our exporters to have some advantages to offset those enjoyed by their European competitors, and the advantages they require can only be obtained through legislation of our Congress and diplomatic negotiation.

RAPID DEVELOPMENT OF ARGENTINE INDUSTRIES.

The commercial prospects and possibilities that are offered in that market are well suggested in an address recently made by Mr. William Wilson, chairman of the Mortgage Company, of the River Plate, to the stockholders of that corporation in London. He said:

Notwithstanding a serious decline in the market value of almost all Argentine products, the productive industry of the country has during the last few years—during years when there were exceptional causes for its contraction—greatly expanded, and it is now rapidly expanding. The expenditure of the years of boom has not all been thrown away; the immigration introduced, the pure-bred cattle and sheep imported, the ports made, and the railways constructed are to-day helping the progress of the country, and promise, with the return of immigration, with peace and a fairly good Government, to make the progress greater and more rapid than the most sanguine in Europe believe. Addressing you here in 1890, I said that it was estimated that there were in the Argentine Republic 9,100 square miles of land under cultivation; to-day it is estimated that there are over 16,000 square miles. Mr. Goodman, an authority on wheat growing, tells us that in fourteen years an import of 177,000 tons of wheat was converted into an export of 1,600,000 tons. There is no such record in any other country. In 1890 wheat growing first began to assume large proportions. This season 32,000,000 bushels were grown; in 1893, 90,000,000 bushels were produced.

The amount of wheat exported in 1894 was 1,600,000 tons, and in 1895, owing to a poor crop, the export was little over 1,000,000 tons. The Argentine Republic has suddenly taken third place as an exporter of wheat, Russia and the United States having the first and second places, and the wheat there grown was exported to pay when the price of wheat in Europe was lower than it had ever been before. The greater part of the best pastoral and agricultural land in the Argentine Republic lies within a radius of 300 miles from Buenos Ayres, and for wheat at present the average distance from station to seaboard is 100 miles, as compared with 1,000 miles in the United States.

Twenty years ago all the sugar consumed in the Argentine Republic was imported. In 1892, 50,000 tons were produced, and in 1895, 120,000 tons. The excess of production over consumption for 1895 is estimated at 30,000 tons. The maize exported during 1895 was 731,000 tons, the average export for the previous three years being 271,300 tons. The production of linseed rose from 31,000 tons in 1890 to 104,000 in 1894, and to 250,740 tons during eleven months of 1895 to November 30. Oats grow well on the Atlantic coast, and will probably be exported this year. The vineyards of the country have been greatly extended, and wine is now made in very large quantities.

I have referred to the increase of agricultural products first, not because these products are the most important, but because the agricultural are the most recently started industries, and the industries that have on the whole advanced most rapidly; and my object is to show the progress, not the position, of the country.

The numbers of live cattle exported monthly to Brazil and Europe have greatly increased, and this trade promises to become so very important, that the herds of the River Plate countries have taken a new and much higher value. The number of live cattle shipped in 1892 was 10,540; the number shipped in 1895 was 120,000. The export of sheep, too, has yearly become greater. The number of live sheep exported in 1892 was 16,379; in 1895 it was 454,000. The export of frozen sheep was in 1883 17,165 carcasses; in 1894 it was 1,500,000, and for eleven months of 1895 it was 1,742,000. For the year it will probably be 2,000,000. Excellent butter is made in the country, and this promises to become a very important export. There seem to be no reliable statistics of shipments (native newspapers to hand complain of this); but we know that two steamers alone, in the early part of December, brought to Europe 117 tons of butter, and we hear of large contracts for shipments being entered into. A country favored with a fine climate, in which a good cow, costing £3, can be kept for 15 shillings per annum, should be able to compete in the production of butter with any country in the world. When you remember that in the Argentine Republic there are millions of acres of the richest pastoral land and hundreds of thousands of cows, you can see what an important export butter may become.

Mr. Edward L. Baker, who has been a consul of the United States in the Argentine Republic for many years, and is one of the ablest men in our consular service, in a recent report to the Secretary of State, gave some cogent reasons why the export trade of the United States is handicapped and why the bulk of it goes to Europe. The facts and

arguments he presents can not be too widely published, and are worthy of insertion here:

WHY THE BULK OF ARGENTINE REPUBLIC TRADE IS WITH EUROPE.

As we have seen, the share of the United States in all these figures of importation and exportation has been and continues to be a very small one. The bulk of the Argentine import trade has been from the beginning and continues to be with Great Britain, with France, Germany, and Belgium, following after in the order named. The causes which have given those countries their supremacy are no mystery, but are patent to all careful observers; and they do not to any great extent depend upon any peculiarities of the trade which they have learned, nor do they result from any close study of the supposed wants and tastes of the people. Of course wants, tastes, and peculiarities are consulted where they exist, but these are not the prime reasons which have secured to them in great part the control of the Argentine trade.

Great Britain.—In the case of Great Britain, which quite monopolizes the imports, we have to go back for the causes to the beginning of the Argentine Republic. The people of that Kingdom, immediately after the Argentine war of independence, seeking new homes for themselves and new outlets for their manufactures—at a time, indeed, when we may be said to have had no manufactures—came in trading colonies to the River Plate and became part and parcel of the country. The basis of the first English settlements here were the armies of Generals Whitlock and Beresford, which in 1807, after the surrender of one and the defeat of the other, were so scattered through the interior that but few of the rank and file ever got home again, but married and settled in the country, some engaging in sheep farming and some in trade. As the treaty of commerce with Great Britain conceded to her subjects almost unrestricted trading rights and privileges, with full protection for their lives, their stock, and their merchandise, with exemption from forced loans and exactions, others from that nation immediately followed, some of them men of wealth and position.

These newcomers purchased landed properties, and many of them became sheep farmers, the Scotch and the Irish being the pioneers in that industry, which has now grown to such vast proportions; or they engaged in the foreign trade, and thus at once fixed and expanded the commerce between Great Britain and the Argentine Republic, some of the English houses now doing business in the River Plate having been founded upward of a century ago. They saw their opportunities, and they have made such good use of them that that Kingdom now has the control of the Argentine trade. The English, Scotch, and Irish settlers, and their descendants in this part of South America are numbered by tens of thousands. Over and above their mere commerce, with its gigantic proportions, there is now invested all over the Argentine Republic an immense amount of British capital in estancia and other lands, in cattle and sheep farming, in manufactures, in mining, in river steamers, in railways, in tramways, in public works, in gas companies, in banking institutions, etc. Thus, with their numerous mercantile establishments in this city and Rosario and the many lines of steamships between the ports of Great Britain and the River Plate, nothing is lacking to assist, dispatch, and indefinitely augment the commerce which they now so completely control, or strengthen the foothold which they already possess in the country. More than this, the British people have other large amounts invested in the securities of the nation; and their commercial, financial, and business relations are not only an established fact, but they could hardly be more intimate or more complete. They are the bankers, brokers, and creditors of the Argentine Republic.

France.—Though the trade relations of France with the Argentine Republic are not so complete, they are quite as significant as those of Great Britain. At the same time the social intercourse of the two nations is even more friendly and close. The Argentines, when they travel, go to Paris, and the French, in return, furnish this country with its fashions—of course, supplying whatever enters into the fashion account. Thus, there is now a French colony here in Buenos Ayres of over 20,000 people, all engaged in trade or business of some kind, and French trade greatly profits by the fact that a large proportion of the dry-goods merchants of Buenos Ayres are French or have connection with Paris houses; that the modistes here are principally French, that the shoe shops are French, that the furnishing shops are French, that the tailors are French, that the hatters are French, since orders in all these trades and lines of goods are in great part sent directly to Paris. In addition to this, the Argentines drink French wines and brandies and eat French preparations of food, preserves, confectionery, etc., while the ten thousand different articles of fancy, vertu, and art, which the French know so well how to make attractive and which so pander to wealth and fashion, have no difficulty in finding a sale here and adding to the imports. But the French trade within the last few years has taken a wider range, and now French experts make annual visits to the River Plate to buy

up the wool clip, the quantities of that staple which go forward to Dunkirk for a market increasing every year in amount. In the financial line also the French have made some ventures, and it is understood that a good many millions of Argentine bonds and other securities are now held in Paris. Thus, with a French-Argentine bank in this city to facilitate exchanges and two or three lines of steamships plying between the ports of France and the River Plate, it is not surprising that the trade relations of the two countries are reciprocally satisfactory.

Germany and Belgium.—Both of these countries have a well-defined trade with the Argentine Republic, not commanding in the amount of imports, but reliable, and with a tendency to further development. It is only within the last few years that the Germans commenced operations here on any considerable scale; but they are the most persevering and painstaking merchants in the world; and that they have come here "to stay" is evident from the manner of their business and the methods they have adopted to push it. They have in the country run their distinctive houses with full supplies of trained business men, all of whom speak Spanish and English as fluently as their native tongue. They have established, also, at least two lines of steamships with the River Plate, and have an Argentine-German bank in successful operation. From very small figures the German import trade is beginning to assume considerable proportions. The fact that the Germans engaged in business here now number, with their families, 15,000 or 20,000 people, who, in their social relations, thoroughly affiliate with the Argentines, confirms the commercial progress they are making. As they fully understand the trade and take a national pride in pushing German goods to the exclusion, where it is possible, of those of other countries, the auguries are all in their favor. What strengthens their position is the increasing export business which they are doing, Argentine wools now finding quite a demand in German markets. Belgium was formerly the great entrepôt of the wools of the River Plate, the auction sales at Antwerp distributing the products to the different countries of the Continent. This trade is now divided with Dunkirk, but the old-time trade relations of the Argentine Republic with Belgium are still to be seen in the long lines of manufactured goods which continue to be imported from that country. Though the Belgium colony in Buenos Ayres is not so large as the German, it embraces some of the strongest and best known commercial houses, which have direct business connections with manufacturing establishments at home.

HOW THE UNITED STATES ARE HANDICAPPED.

Under these circumstances, is it surprising that the United States have such a limited commerce with the Argentine Republic? With the facilities of trade which the nations of Europe generally offer to this country, with the close intercommunication by steamships which exists, with the banking advantages which they enjoy, with their established business houses here, with the interchange of liberal credits which are so essential to trade, how is it possible for us, who are possessed of none of these facilities, to compete with them for the Argentine trade, even though our goods be really of better quality and though they would at the same prices be preferred by the people of the River Plate? The wonder is, not that the United States finds difficulty in extending its trade relations with the River Plate, but that it can find any foothold here at all. With the field already occupied by nations which not only have a large reciprocal trade, but are connected with this country by a thousand different business affinities and social ties, we have little reason, with our almost total lack of modern trade methods, to expect a very large share of Argentine commerce. Our commerce with this country at present consists not of a regular, certain, diversified trade, but, in great part, of such raw materials of prime necessity as can not be obtained elsewhere. If we eliminate from our imports to the Argentine Republic the cargoes of timber, of kerosene, and of agricultural implements and machinery, it will be seen that what remains is a very small item, so far as dollars and cents are concerned. The truth is that, socially and commercially, we are strangers to the Argentine people. There are not a hundred citizens of the United States in the entire country, and of these not twenty-five are engaged in American commercial business, and only one or two in the importation of American manufactured goods. It can scarcely be said that, in the ordinary lines of manufactured merchandise, there are any American houses on the River Plate. The business of importing goods from the United States is all in the hands of foreign houses—English, French, and German. It may be safely inferred from this fact that no orders, in the ordinary course of trade, are ever sent to the United States if the same goods can be obtained from their European correspondents, and, other things being equal, they prefer to buy from the latter, if they can, for the reason that it is more convenient and more expeditious.

ARGENTINE METHODS WITH THE UNITED STATES.

The method usually employed by Argentine houses in doing business with the United States is very simple and very satisfactory to them. They have their established correspondence in New York; and all their orders for American merchandise

are sent directly to them, who make the purchases and ship the goods. In each case the Buenos Ayres house states exactly what it wants, and if there is required any special modifications in style, finish, or get-up, these are left to their correspondents to attend to. The American manufacturers of agricultural machinery generally employ established houses of this country as their agents, and ship to them directly or through their New York correspondents, as may be arranged or mutually agreed upon. In some few cases representatives of American houses or manufacturers are sent down here, not to sell by sample, but to offer and arrange terms with well-established houses for particular lines of goods or specialties; and such goods are sent out to them as agents, in stock for sale and disposition. This manner of making trade, though very much like "playing second fiddle," in some instances has proved quite satisfactory. It fails, however, to place American manufactures upon the same basis as those especially ordered and purchased by them. Selling by sample or orders for goods to arrive is no longer very greatly in vogue, as it has a tendency to lead to complications, misunderstandings, dissatisfaction, and in some cases to downright loss. In the matter of lumber and kerosene, there are several American merchants here who make a specialty of such shipments, though the bulk of the trade is done through foreign houses.

HOW AMERICAN TRADE MAY BE INCREASED.

Even this, however, does not go to the "bottom" of the question of an increase of our trade relations with the Argentine Republic. It is not by these means alone, if at all, that we can expect to divide the Argentine trade more equally with the commercial nations of Europe. They already have too much the advantage of us for us to gain much by such expedients. During all the years since the Argentine Republic became a nation they have been, consciously or unconsciously, preparing to monopolize its trade. They have established and have now in operation all the facilities and appliances for doing so.

(1) They have their numberless lines of steamships running to and from the River Plate. There is scarcely a day in the week that a steamer from some European port does not arrive at Buenos Ayres, and thus the receipt of merchandise can be counted on here to a day. The stimulus and impetus which these constantly arriving and departing steamships give to trade is incalculable. In this age of the world sailing vessels are no longer employed except for the heaviest freights, such as coal, lumber, salt, crude sugar, wines, kerosene, or heavy machinery. Everything in the hardware, the grocery, or the dry-goods lines intended for the Buenos Ayres market now comes by steamers, and the merchant who gives his order by cable to his agent in a European port knows that it will be filled and delivered here within twenty-five or thirty days.

(2) The advantage which steam communication gives to European manufacturers and wholesale houses in their trade with the River Plate is supplemented and enhanced by the fact that the mercantile firms in the importing business here are, as a general thing, branches of established houses or manufacturing companies in the business centers of the Old World, or they are their sole and immediate agents, and by a long course of trade now have their confidence and their business. They are thus enabled to obtain their goods at times and in quantities to suit their requirements, accompanied by the most favorable terms and credits.

(3) Another and most decided advantage which Europe enjoys is its extended banking and exchange facilities with the River Plate. The value of these in the general conduct of trade can hardly be overestimated. The business of exchange, collecting, remitting, and furnishing the needs of trade is a most important element in the details of reciprocal commerce, and in its way contributes quite as much to its success as rapid and reliable transportation. Here in Buenos Ayres Great Britain has five banks, France has one, Italy has two, Spain has one, Germany has one, Brazil has one—all doing a general business in discounting bills, making loans, attending to collections, receiving deposits, issuing bills of exchange, giving letters of credit, transferring funds, receiving goods on bills of lading, etc.

By these sure methods have the leading nations of Europe laid the foundations of a fixed and permanent trade with the Argentine Republic. They are prepared to handle its foreign commerce with certainty and dispatch, and at the same time with a profit to all through whose hands it passes. This has been considered by them as a matter of more importance than mere panegyrics on the excellence or superiority of what they may have to sell; for they argued, and argued correctly, that if the people of another nation have a demand for any particular article of merchandise or manufacture they will buy it—even though it may be perhaps inferior—where they can procure it with the greatest facility and receive it in the quickest time.

It would be well if in these respects the United States could follow the example thus set them. Until we do, our commercial relations with the River Plate must remain, in a great measure, as they are. In all the years that we have been striving for the trade of the River Plate we have made but little provision for obtaining it.

Until we do, we will merely continue to send down here only such articles as can not be procured elsewhere. We can not expect to come into a large business with this country by finding out the invoice prices of goods shipped from Europe and thinking to duplicate them. We should have close and frequent intercommunication with the Argentine Republic by means of regular lines of steamers; we should have distinctive American business houses in Buenos Ayres; we should have more satisfactory banking facilities; and, with all, we should give the Argentine Republic a less restricted market for its products in return for our own.

In addition to the means Mr. Baker has suggested, which for the most part must be furnished by private enterprise, it was and may still be possible for our Government to negotiate a reciprocity treaty with the Argentine Republic that will be of very great advantage to our export trade in case the duty is restored upon wool that comes into this market from countries that will not offer reciprocal concessions in favor of the products of the United States.

SHIPPING AT BUENOS AYRES.

The following statement shows the number of steamers arriving at the port of Buenos Ayres during the year 1895, their nationality, and tonnage:

Nationality.	Steamers.	Tons registered.	Nationality.	Steamers.	Tons registered.
British.....	371	645,102	Belgian.....	3	7,311
Italian.....	62	135,421	Portuguese.....	1	2,092
German.....	45	69,754	Spanish.....	1	1,450
French.....	19	51,200	Danish.....	1	965
Norwegian.....	7	7,788			
Austrian.....	5	6,916	Total.....	515	927,999

EXPORTS FROM THE ARGENTINE REPUBLIC.

The following statement gives the exports from the Argentine Republic by principal articles for the last four years:

Articles.	1892.	1893.	1894.	1895.
Wheat.....tons..	470,110	1,008,137	1,608,249	1,046,000
Maize.....do....	445,935	84,513	54,876	804,509
Linseed.....do....	42,987	72,199	104,434	252,249
Wool.....do....	154,635	123,230	161,907	123,237
Flour.....do....	18,849	37,921	40,758	55,865
Hides.....number..	4,041,242	4,398,755	5,649,980	3,693,366
Hay.....tons..	39,309	53,523	47,618	^a 455,171
Wethers, frozen.....do....	25,436	25,041	36,486	^b 1,968,245
Steers, live.....number..	125,645	201,645	220,490	125,839
Sheep, live.....do....	40,100	71,167	122,218	477,121

^a Bales.

^b Number.

In the above table the statistics given for 1895 represent the exports from the Argentine Republic to Europe, United States, and the principal Brazilian ports. The other statistics represent exports to all ports.

WILLIAM E. CURTIS.

STATEMENT FROM THE ARGENTINE LEGATION.

DEPARTMENT OF STATE,
Washington, April 6, 1896.

SIR: I have the honor to inclose for the information of the Subcommittee on Reciprocity of the Committee on Ways and Means a letter which Mr. Vicente J. Dominguez, chargé d'affaires ad interim of the Argentine Republic, has personally left at the Department this morning with a request that it be so transmitted. It is dated the 3d instant, and relates to certain features of the Argentine tariff concerning which Mr. Curtis, to whom it is addressed, has heretofore written Mr. Dominguez.

I have the honor to be, sir, your obedient servant,

RICHARD OLNEY.

Hon. ALBERT J. HOPKINS,
*Chairman Subcommittee of Committee on Ways and Means,
House of Representatives.*

LEGACION ARGENTINA,
Washington, April 3, 1896.

MY DEAR SIR: I am in receipt of your esteemed communication of yesterday's date, returning the tariff laws of the Argentine Republic for 1894 and 1895, which I had the pleasure to send you a few days ago in response to your request for a list of the American products upon which duties were reduced by the Argentine Republic after the removal of the duty on wool in this country.

In your letter you are good enough to say: "I have carefully compared them, and find that the reductions in favor of the United States were very few, while, on the contrary, the duty on lumber was increased from 5 to 15 per cent ad valorem."

I ask you leave to correct this statement. By the tariff law of 1894 pitch, or yellow pine (pino de tea), which is imported into the Argentine Republic from this country in larger quantities than any other lumber, paid 25 per cent ad valorem, as it came under the "general clause," not being specially mentioned.

Mr. Buchanan, the minister of the United States in Buenos Ayres, requested that such duty should be reduced to 15 per cent, advancing to this figure the duty on other lumber—white and spruce pine—which goes chiefly from Canada and paid 5 per cent.

It was done so to favor the American product, and in the law for this year it has been maintained.

Mr. Buchanan, in his note to the Secretary of State dated October 5, 1894, says:

The position I have taken and endeavored in everyway to illustrate and make clear to the Government is, that this is virtual discrimination, inasmuch as all the pitch pine comes from the United States, while the greater part of the white pine, although passing through the United States in bond, comes originally from Canada. I urged that not only was the course now being adopted unfair to the United States, but that it put an excessive burden on an article which under normal conditions would have a much greater consumption; that the loss in revenue by properly and fairly adjusting the question would, I believed, be made up by an increased use of the wood, and most important, as I thought, lowering the duty would materially lessen the cost and thus benefit the people of the country.

The finance minister had present at the second conference a member of the tariff commission, a member of a large importing house, and the secretary of the commission, the purpose being seemingly to sustain the position taken by the commission.

After my refusal to acquiesce in several propositions suggested by the minister of hacienda, an agreement was reached on the general line I had maintained, that the values should be revised in accordance with the facts and that the same duty apply to each of the three kinds of pine.

The present duty and value per square meter on each of the three kinds of pine lumber imported here is:

Kind of lumber.	Duty.	Value per square meter.
	<i>Per cent.</i>	<i>Cents.</i>
White pine	5	45
Spruce pine	5	45
Pitch (or yellow) pine	25	50

Under the above, the duties paid on the total quantity of each of the three kinds of pine imported from the United States and Canada during the first six months of this year was—

White pine	\$33, 076. 14
Spruce pine	20, 116. 30
Pitch pine	200, 577. 75
Total	253, 770. 19

The recommendation of the tariff commission was as follows:

	Duty.	Value per square meter.
	<i>Per cent.</i>	<i>Cents.</i>
White pine	10	45
Spruce pine	15	25
Pitch pine	25	40

Under their plan the lumber above mentioned would have paid:

White pine	\$66, 152. 28
Spruce pine	33, 527. 10
Pitch pine	160, 462. 20
Total	260, 141. 58

Or \$6,371.39 more than at present, which would be a “reform” in the wrong direction.

As a result of the conference the minister has agreed to make the pine schedule read as follows:

	Duty.	Value per square meter.
	<i>Per cent.</i>	<i>Cents.</i>
White pine	15	35
Spruce pine	15	25
Pitch pine	15	30

Under this scheme the lumber referred to in the last two illustrations would pay:

White pine	\$77, 177. 67
Spruce pine	33, 527. 10
Pitch pine	72, 207. 79
Total	182, 912. 56

Or \$70,857.43 less than under the present law, and \$77,228.82 less than under the commission's scheme.

To make clear the direct benefit such a change would be to our yellow pine, the following table, showing the amount which would have been collected under each plan on the yellow pine shipped to this country from the United States during the first six months of the year, is given:

Under present law	\$200, 577. 55
Under commission's scheme	160, 462. 20
Under conference scheme.....	72, 207. 99

It will thus be seen that if the Congress adopts the minister's recommendation there will be taken off our yellow pine about \$256,000 in duty in one year, which should enable us to get a slight advance on the lumber and secure a greatly increased demand.

In regard to what you say about machines, allow me to state that mowers, binders, or reapers, and steam thrashers are on the free list, while the duty on machines and motors of all kinds for agricultural purposes has not been increased from 5 to 10 per cent, but remains at 5 per cent ad valorem.

The United States has taken full advantage of the free market offered by the Argentine Republic to the manufacturers of mowers and reapers in this country, and, as it appears in the official publication Foreign Commerce and Navigation of the United States for the year ending June 30, 1895 (p. 233), the exports of such agricultural implements have been by far larger than to any other country, viz:

Argentine Republic	\$817, 445
Russia:	
Baltic and White Seas.....	\$101, 783
Black Sea.....	527, 652
	629, 435
United Kingdom.....	447, 114
France	424, 312
Germany	375, 348

All other countries are under \$150,000, and the total exports amounted to \$3,659,735; so that the Argentine Republic takes from the manufacturers in this country of mowers and reapers over 22 per cent of their exports to all foreign lands.

You say further: "Railway supplies were taken from the free list and subjected to a duty of 10 per cent." This is true as far as bars or rails are concerned. Locomotives are on the free list. However, the duty on rails does not affect in any way the factories of this country, because, according to the statistics of the United States, such an article was not exported to the Argentine Republic before or after the passage of the present tariff law. I do not find that in 1894 or 1895 a single bar or rail was sent from here to the Argentine Republic. But in the tariff for 1896 rails, sleepers, etc., are again free.

Although American merchants have as yet taken no pains to increase the consumption of manufactured goods of this country in the Argentine market, it is already for them the largest in South America, with the exception of Brazil, as shown in the official statistics for last year. We have, I believe, a great field for American fabrics, and two things only are necessary to develop considerably the commercial relations between our countries—that the American manufacturers should make their wares known in the Argentine Republic, adapting themselves to the uses of our market as to credits, etc., and that the tariff law of this country in regard to our wool should not be modified.

Allow me to refer here to what Mr. Baker, the United States consul in Buenos Ayres, said in his report for 1892:

The Argentine Republic is a country which for the most part produces only raw materials, the bulk of its exports consisting of wools, hides, skins, etc. If the

United States has no market, or an uncertain market, for such articles, or its fiscal laws are such that it will not pay to ship them to our ports, it is out of the question that our country can have a very large or a very reliable trade with the River Plate. During all the twenty years that I have been at this port I have persistently sought to impress upon our Government the importance of this fact, and have in my reports time and again suggested that modifications of such restrictions, thus stimulating a freer exchange of products, was "the key which would open a large reciprocal trade between the United States and the Argentine Republic." I can only reiterate what I have heretofore so often said, and I do so at the request of American merchants dealing with the River Plate, in the hope, which they express, that something may be done to ease up the situation and give them the chance of a market for Argentine wools in the United States. There is no doubt that it would have a marked effect upon our commerce with this country, not merely in respect to the amount of shipments from here, but, what is more important to us, in the increase of the imports hither of our manufactured goods. It is well said that "business begets business," and the opening of our markets to the wools of this country would have a direct effect not only in strengthening our commercial relations with the people of the Argentine Republic, but, what is always desirable, in promoting their good will and bringing them socially and politically nearer to us.

Having in view the facts I have stated, and considering that the Argentine Republic has on the "free list," besides other articles, mowers, reapers, thrashers, raw petroleum, coal, coke, locomotives, rails, sleepers; has reduced the duty on lumber (yellow pine and oak), on canned goods, on petroleum, on cotton goods (this last from 60 to 20 per cent), and levies a moderate duty on all other American products imported there (5 per cent ad valorem on plows, machines, and motors of all kinds for agricultural purposes, sewing machines, rosin, wire for reapers, fences, etc.), I have no doubt that the Committee on Ways and Means will see that our tariff, from which my Government derives its principal revenue, deals fairly and liberally with the products of the United States.

Trusting that you will use your influence toward maintaining and developing the mutual commerce of our countries, I have the honor to be, yours, very respectfully,

VICENTE J. DOMINGUEZ.

Hon. WILLIAM E. CURTIS.

STATEMENT OF MR. GEORGE W. FISHBACK, SECRETARY UNITED STATES LEGATION, BUENOS AYRES.

The CHAIRMAN. Will you please state your official position and the length of time you have lived in that country, and your opportunity for obtaining information that we seek to develop in your testimony, and then go on with your statement generally?

Mr. FISHBACK. I have been secretary of legation at Buenos Ayres since 1890, and have been there uninterruptedly up to the present time, and am here on leave of absence.

The CHAIRMAN. Please state what changes, if any, have taken place in the tariff regulations of that country in respect to articles imported from the United States since 1890.

Mr. FISHBACK. That I will cover fully in the summary taken from the tariff, which I have in my possession and will send in to you, giving you all the figures of changes which have been made since 1890 up to the present time, and showing how the rates are on American manufactured goods under the tariff which is in force to-day. There are three different sets of changes, which I have in my possession and which I will submit to you.

OUR TRADE WITH THE ARGENTINE REPUBLIC.

The CHAIRMAN. Since you have been there what special changes have taken place in the trade between the Argentine Republic and the United States?

Mr. FISHBACK. As to changes in the trade?

The CHAIRMAN. In the general trend of trade.

Mr. FISHBACK. Nothing except a gradual increase, which has been in spite of the considerable duty on our principal goods, with the exception of agricultural implements.

The CHAIRMAN. In what line of articles has the increase of trade been?

Mr. FISHBACK. A steady increase always in the agricultural implements, and in kerosene and lubricating oils, and within the last year there has been a marked increase in general manufactured goods; in hardware lines, for instance.

The CHAIRMAN. Caused by American drummers?

Mr. FISHBACK. Caused by American drummers.

The CHAIRMAN. Coming into the country with samples?

Mr. FISHBACK. Yes sir; and showing that these American goods can be sold in Argentina as cheaply as German and English goods, and of a better quality.

The CHAIRMAN. Are the English and German manufacturers our chief competitors in that country?

Mr. FISHBACK. Yes, sir; and up to the time the American drummers brought full lines of samples and general line of manufactured goods to Argentina the merchants did not know that the States could sell as good material and at as cheap rates. The principal difficulty in the way of the United States trade has been the lack of satisfactory credits, American houses always insisting upon cash in New York, whereas German and English houses are always willing to give six to nine months' credit, and that has secured them the possession of the field, and the reason why——

The CHAIRMAN. Have the German and English manufacturers better banking facilities in that country than the Americans have?

Mr. FISHBACK. Yes, sir; in fact, we have no banking facilities.

ABSENCE OF BANKING FACILITIES.

The CHAIRMAN. Briefly state what facilities the German and English manufacturers have there?

Mr. FISHBACK. Both the German and English have large banks doing an enormous business and giving long credits, and offering every facility for rapid and favorable exchange, and naturally favoring the trade to their respective countries. An American house has to draw an exchange through London, and in the legation we have had occasion repeatedly to see the discrimination against the American trade on the part of the English and German banks. I might state to you a case of an American who brought a letter of credit for a given sum of money issued by their New York branch on a Buenos Ayres English bank, and when he presented that and wished to draw some money on it they told him that if he would leave it for collection they would honor his checks. He declined to do so, and he told them he would come back on the following day and get their final reply; that if they declined to honor a letter of credit

drawn by their house in New York he would have to take other steps; but they reconsidered it and stated that any amount he wanted he could have.

The CHAIRMAN. How recently has the practice of sending out drummers from the United States been extended to Argentina?

Mr. FISHBACK. Only within the last year. Up to that time the trade was done by certain Americans who had their representatives in Buenos Ayres and called themselves "manufacturers' agents," who would receive small lines of goods and sell them on commission. Naturally they could not make much money and did not have capital enough to swing the business and allow for difference in credits, as they had to pay for their goods in New York at least on thirty days' credit, and would have to wait from four to five months for collection in Argentina. The result was, their life was only of short duration. The successful English and German houses are houses with big capital, and with their banking facilities they buy their goods on six months' credit, and at times wait two or three years, according to the crops, for their collections throughout the country.

The CHAIRMAN. What do you find the disposition of the people of that country in respect to our importations into that country as compared with German and English importations?

Mr. FISHBACK. The disposition is rather of indifference than anything else, and they base it upon the statement that our exporters have never shown any particular desire to cultivate the trade in Argentina, and repeatedly point to the fact that the United States has no banking facilities and no steamship connections.

THE TRADE IN WOOL.

The CHAIRMAN. Now, we have had within a few years legislation of this country that has greatly benefited that country, especially on their wool. We have taken off the tariff on wool and allowed free wool in this country, which has been a direct benefit to the people there. Have they shown a disposition to reciprocate on that?

Mr. FISHBACK. When the tariff of 1895 was under consideration in the Argentine House the duty on wool in the United States had then been taken off, and they stated that we were not in a position to ask reciprocal favors as a result of free wool, because action had already taken place, and they entertain, as they put it, no illusions as to the special benefits which the States intended to give Argentina. There was a lack of disposition in the House to make any reduction on American goods—that is, in the Argentine Congress. Now, the President of the Republic had promised the minister that he would recommend certain reductions——

The CHAIRMAN. That is, Minister Buchanan?

Mr. FISHBACK. Promised the United States minister, Mr. Buchanan, that he would recommend certain reductions, and in the message he sent to the Argentine Congress he urged that certain reductions be made upon American goods, which were done, to a certain extent, the details of which I will furnish you.

The CHAIRMAN. What was the general disposition there of the sheep growers of the Republic in regard to free wool?

Mr. FISHBACK. The general idea was that it would increase the sale of wool and would improve the prices in the Argentine market. They argued that the American buyers—the Yankee buyers, as they call them—would immediately come into the market and would improve the

sales in quantity and in price. The better informed prophesied the influence of that action had already been discounted, which proved to be the fact. Free wool did not exercise any considerable influence in the Buenos Ayres wool market.

The CHAIRMAN. What would be the effect if the duty on wool was restored?

Mr. FISHBACK. There would be no material change in the Argentine duties on American manufactured goods as they stand to-day, because they have given us a very full extent of favors on the goods which are essential to them, such as agricultural implements, machinery, and kerosene.

The CHAIRMAN. How about lumber?

Mr. FISHBACK. Lumber is just indispensable to them. They have to get it from the United States and they put the full value in tariff rates that they can. They have a peculiar system of valuation also. They do not take the value of the lumber at the port of shipment, but take the current market price as the valuation, and then it imposes a duty upon that.

The CHAIRMAN. The current market price in the Argentine market?

Mr. FISHBACK. Yes, sir; so that the duty is a duty imposed not only on the value of the goods, but upon the price, profits, and everything.

The CHAIRMAN. Upon freights, profits, and insurance?

Mr. FISHBACK. Everything. They send an agent from the finance minister's bureau to the principal importing houses and get from them the current value—we will say of pitch pine. They consider that then the valuation, the "afforo" as they call it, and put a duty on that. That is true all the way through that tariff.

AGRICULTURAL IMPLEMENTS.

The CHAIRMAN. Now, how is it with respect to agricultural implements that we export to that country? Is the same duty imposed there, the market value of those goods in the Argentine Republic?

Mr. FISHBACK. Yes, sir; and those goods that are on the free list coming from the United States have to pay the regular duty according to the tariff when they are taken from the custom-house and the importer then has a reclaim for the amount of duty that he has paid, so each importing house has to keep an account with the custom-house and has his debit and credit there.

The CHAIRMAN. Do we ship boots and shoes to that country?

Mr. FISHBACK. Not to any considerable extent.

The CHAIRMAN. Then our trade at present is limited to what class of goods?

Mr. FISHBACK. The principal trade is agricultural machinery and implements, kerosene, lubricating oils, lumber, and general manufactured goods.

The CHAIRMAN. Do we find a market in that country for any of our cotton we manufacture?

Mr. FISHBACK. No; for the reason that the German and English houses send them in rolled and packed as they want them and as they can sell them, and not as the requirements are in the American market. English merchants, friends of mine, have told me repeatedly if the United States exporters would conform to the requirements of the Argentine market in packing and shipping their goods, in regard to length and other ways, that we would become a large factor in the market.

The CHAIRMAN. How about prices?

Mr. FISHBACK. Our prices can compete successfully with them, both English and German.

The CHAIRMAN. And the quality is preferred?

Mr. FISHBACK. The quality of the States goods would be preferred. In other words, their general impression is that the States have been indifferent to the Argentinian market and made no special effort to get into it; which is true.

The CHAIRMAN. Their great export, as I understand you, is wool?

Mr. FISHBACK. That is not their great export; their great exports are cereals.

The CHAIRMAN. Describe the extent of their exports of cereals.

GRAIN EXPORTS FROM ARGENTINA.

Mr. FISHBACK. It is within the last five years that Argentina has become a factor in the grain supply of the world. Last year the output was considered to be at the time of the last shipments about a million and a half tons of wheat. This year, so far, the acreage is about 15 per cent less, but the system of information which they get from the interior of the country is so imperfect as yet they have not realized what a big wheat-growing country Argentina is, and the shippers and the elevator people in the city of Buenos Ayres are never able to tell exactly what amount of wheat they will have on hand at any given time. A system has recently been adopted of getting communication from what is called the wheat belt of Argentina, which consists of three provinces, namely, Entre Rios, Santa Fe, and Buenos Ayres.

The CHAIRMAN. You do not give the export in bushels, but you give it in tons?

Mr. FISHBACK. Yes, sir; in tons. The statement of the amount of wheat shipped during the year 1895, in bushels, its price, its freight rates, I can give to you when I submit to you the other information.

The CHAIRMAN. Can you give the statistics for the last five years annually?

Mr. FISHBACK. No; it is only for the last year that they began to organize a statistical bureau in regard to cereals.

The CHAIRMAN. Where does that country come in competition with America in regard to wheat, in the English and other European markets?

Mr. FISHBACK. In the European markets.

The CHAIRMAN. At what rate per bushel can they produce their wheat there?

Mr. FISHBACK. That I would have to figure for you and can give you.

Mr. TAWNEY. Do you know the cost of producing wheat there as compared with the cost of producing wheat here?

Mr. FISHBACK. Yes, sir; I can give the figures. I have them among my other papers, and can give an exact estimate made of it. I can further give you an estimate of the exact cost of the production of wheat in the Argentine Republic.

The CHAIRMAN. You will file that with us?

Mr. FISHBACK. I have brought all of that with me to enable me to answer these questions, which I thought you might put. I have them among my papers.

The CHAIRMAN. Before we leave the wheat trade I want to learn this fact. Is that industry on the increase in that country; and if so, about what percentage?

Mr. FISHBACK. The percentage I would have to figure out carefully for you, but the increase is undoubted.

The CHAIRMAN. Are you familiar enough with the country to give us the limit of increase?

Mr. FISHBACK. Yes, sir; I can.

The CHAIRMAN. The possible limit of increase?

Mr. FISHBACK. I can also furnish you with a rough map of the wheat belt.

The CHAIRMAN. I think it would be well to have that statement.

Mr. TAWNEY. Yes.

TRANSPORTATION FACILITIES.

The CHAIRMAN. What facilities have they for transporting this wheat to foreign markets, and how are their farmers situated in respect to shipping ports.

Mr. FISHBACK. The system of transportation as yet is very crude and undeveloped. They send the grain in sacks, the exact weight of which I can give you, along the railways to the four ports of shipment—do you wish the ports?

The CHAIRMAN. Yes; give them.

Mr. FISHBACK. Colastiné, Rosario, Buenos Ayres, and Bahia Blanca.

The CHAIRMAN. Give us the distances from the farmers to the sea-ports as compared with ours.

Mr. FISHBACK. The maximum distance I should say would be 300 miles and from there down to a very short distance. During the harvest the railways find themselves unable to move the wheat; and they have as yet no elevator system, and all along the main railway systems you can see thousands of bags of wheat stacked up exposed to the weather, and the damage, of course, from that is considerable.

The CHAIRMAN. What is the quality of wheat raised there as compared with the American wheat?

Mr. FISHBACK. I think it is considered equal to it; just as good.

The CHAIRMAN. Does it produce as fine flour?

Mr. FISHBACK. Yes, sir; as fine flour.

The CHAIRMAN. So they are our competitors in the wheat market and flour market?

Mr. FISHBACK. They are very strong competitors, and they within the last two years have begun to realize their strength as a wheat-producing country, and their legislation and all the action of their commercial bodies is to make themselves felt as a wheat-producing and exporting factor in the civilized world.

The CHAIRMAN. Do they export flour from their country to other countries?

Mr. FISHBACK. Only to one country—flour to Brazil, which is just beginning.

The CHAIRMAN. They export a good deal of wheat to Brazil, too, and that has taken a large part of our wheat and flour trade?

Mr. FISHBACK. A good deal of wheat and a good deal of flour goes to Brazil.

The CHAIRMAN. Now, what is the distance from their principal port of shipment to the principal ports of Brazil?

Mr. FISHBACK. It is called, roundly, a thousand miles.

EXPORTS OF CATTLE FROM ARGENTINA.

The CHAIRMAN. And what is the distance from New York to Brazil?

Mr. FISHBACK. It is 6,380 miles, or something of that sort. Now I will say the cattle-exporting business has developed entirely within the last five years. When I first went to Buenos Ayres, at the end of 1890,

and during 1891 and 1892 there were no shipments abroad of cattle on the hoof nor frozen meat. On January 1, 1896, I know of one house who has contracted for 137 vessels alone for the export of sheep and cattle. The most of that went to Deptford, England, which is the slaughtering place for London. There is not a ship that leaves the port of Buenos Ayres for Brazil that its decks are not covered with sheep and cattle. They land them at the port of Santos, and there take on cargoes of coffee—both there and at Rio—for either European ports or North American ports.

The CHAIRMAN. Are these cattle and sheep of which you speak of a quality that competes in the European market with American sheep and cattle?

Mr. FISHBACK. They are fully up to the average.

The CHAIRMAN. What is the fact about there being any trade between that country and any other of the South American States that interferes with our dressed-beef trade?

Mr. FISHBACK. The export of dressed beef from Argentina to Brazil has begun, but as yet it has risen to no great proportion. The plantation food of Brazil is jerked beef, which is dried in the sun in the Argentine Republic on the ranches, and is shipped in enormous bales, and that destroys the market for our canned beef—preserved beef.

The CHAIRMAN. Is that trade on the increase or not?

Mr. FISHBACK. Yes, sir; it is on the increase. The secret of the smallness of our business in the Argentine Republic, and the object which will prevent its increase considerably, is the lack of banking facilities. It all revolves around that. We pay a tribute to England every time we have a commercial transaction in the Argentine Republic. Nothing can be done except on London. If there were a line of steamship service between New York and the Argentine ports, banking facilities would very naturally follow it, and that would lead up to a great many other things. In the last Argentine Congress there was a proposition to subsidize a line of steamers, which involved a concession of 100,000 gold dollars a year on the part of the Argentine Republic. The proposition was accepted by a New York mercantile house of exporters, who guaranteed the Government to float the company. The conditions were that the vessels should be at the disposal of the Argentine Government at all times in case of war. The bill was defeated in the Argentine Senate because the United States had never shown any disposition to reciprocate in a like way, and the statement was made that the moment the States would consider it favorably Argentina was ready to make a generous concession.

Mr. W. E. CURTIS. That requires a little explanation there. This is a repetition of what occurred about ten years ago. They did the same thing then; offered \$100,000. Then we passed our subsidy bill, which gave a dollar a mile for steamships—you were on the committee which reported it, Mr. Chairman.

The CHAIRMAN. Yes.

Mr. W. E. CURTIS. The Argentine Government was not ready just at that time. They were in a period of financial depression and they were not ready to respond to that, and the people who were expecting to have a double subsidy from us and them were not able to make their arrangements, so although they had the plans of the steamers all ready, and in one case had contracted for construction, that fell through. Then the last Congress of the United States repealed the subsidy act so far as this line was concerned, and this left us out without any joint action.

The CHAIRMAN. Thereupon Argentina refused to do it?

Mr. FISHBACK. Yes, sir. This initiative came from a group of Argentine moneyed men who wished to have this line direct with the United States, and the conditions of concession were so favorable to the Argentine Government that it received the support of a considerable number of senators and very nearly became a law. It will be taken up again in the new session which begins in May, and it is thought by a great many will go through; but they made the statement in their speeches, all of them, on the floor of the Senate, if the States showed any disposition to cooperate in that way it would receive no opposition whatever in their houses.

The CHAIRMAN. I think there is nothing else, unless you think of something that will be of benefit to us.

Mr. FISHBACK. When I get together these facts and figures, if you will allow me I will make a little report to you, including things which have not occurred possibly to you, and send it to you from New York.

STATEMENT OF MR. L. RODRIGUEZ DIEZ, OF MONTEVIDEO.

The development of the exports of wheat, flour, and corn from the River Plate has been very great in the last three years, more than in Uruguay. Argentina is a larger country with greater export capacity.

WHEAT.

Uruguay's wheat is generally considered better than that from Argentina—is heavier and gives more flour. The Argentinians buy Uruguay wheat to mix with their light classes, and pay higher prices for it.

The following table shows the exports of wheat from Uruguay:

Destination.	1893.		1894.	
	Quantity.	Value.	Quantity.	Value.
	<i>Kilos.</i>		<i>Kilos.</i>	
Brazil.....	1, 272, 655	\$25, 579	3, 628, 495	\$61, 684
Italy.....	2, 756, 296	64, 760	1, 145, 756	19, 478
England.....	987, 768	19, 555	49, 100, 502	834, 708
Spain.....	965, 848	38, 146	4, 428, 929	75, 292
Argentina.....	605, 874	12, 118	38, 996, 668	662, 943
Belgium.....	221, 330	6, 107	3, 472, 274	59, 029
France.....	66, 320	2, 474	5, 316, 684	90, 384
Canary Islands.....	21, 890	438	229, 584	3, 903
Germany.....			3, 299, 080	56, 084
Denmark.....			678, 000	11, 526
Portugal.....			427, 465	7, 267
United States.....			30, 000	510
Total.....		169, 307		1, 882, 808

Notice that Uruguay's great market for wheat is England, and following that Argentina, that buys Uruguay's wheats and exports them. Note also that the increase of exports from 1893 to 1894 has been more than ten times, and that there are new markets opened.

I have no accurate statements for 1895, but I know the exports have been much greater than in 1894 on account of a large crop.

Uruguay imported wheat from the States and Russia in 1889. The following statement shows the exports of flour from Uruguay:

Destination.	1893.		1894.	
	Quantity.	Value.	Quantity.	Value.
	<i>Kilos.</i>		<i>Kilos.</i>	
Brazil.....	11,400,588	\$428,354	333,306,378	\$948,341
Canary Islands.....	125,880	4,328	153,000	4,302
Argentina.....	11,500	345	29,490	826
England.....			142,870	4,002
Italy.....			128,450	3,597
France.....			66,320	1,857
Portugal.....			51,700	1,447
Total.....		433,027		964,372

As you can see, the principal market for Uruguayan flour is Brazil, where the prices obtained are higher and the increase of exports triplicated from one year to another.

In 1895 the exports were very much larger.

CORN.

The exports of corn amounted in 1893 to \$23,272 and in 1894 to \$885,539, and there was a large increase in this line of exports in 1895. The principal markets have been Brazil for home use, and Argentina for exports.

There are no differential duties in favor of Uruguayan or Argentinian agricultural products in the Brazilian or European markets. The River Plate wheats and flours competed with the American product in Brazil while the reciprocity treaties were operative, although the Americans were free from customs duties and the River Plate wheat had to pay them.

Third. The import duties in Brazil are higher for flour than for wheat, and large mills on the modern system have been established in Rio Janeiro and Santos by Argentina and Uruguay millers in order to grind River Plate wheat and avoid competition. There are no more windmills erected in South America. They are all now mounted on Hungarian stones and moved by steam power.

CATTLE.

The exports of live cattle from Uruguay are principally to Brazil, value amounting to \$645,713. The increase in this line was enormous in 1895. In fact, all steamers leaving Buenos Ayres or Montevideo for Europe carry large numbers of live cattle, sheep, and hogs to Santos and Rio Janeiro.

BEEF.

The value of jerked beef exported from Uruguay in 1894 was \$5,719,029; packed meat, \$4,469; extract of beef, \$2,271,059; liquid beef, \$24,300; salted hides, \$4,730,162, and dried hides, \$1,715,344.

Not counting salted and dried calfskins and other animal products, the prices of cattle on the 15th of January of this year at the stock yards in Montevideo were:

For packing purposes—Bullocks, from \$12.50 to \$18 per head; steers, from \$9.50 to \$18; cows, from \$7.75 to \$15.

For home use (best cattle)—Bullocks, from \$15 to \$22 per head; steers, from \$11.50 to \$18; cows, from \$9.50 to \$16; calves, from \$2.50 to \$6.50.

Transit—Bullocks, \$14.50 per head; steers, from \$11.50 to \$15; cows, from \$7.50 to \$10.

These cattle leave the stock yards in good condition for fattening purposes. Steers weighing 1,000 pounds are not worth more than \$15 to \$18, and those weighing 1,500 pounds or more, \$20 to \$22.

The number of cattle in Uruguay is over 10,000,000 head, and 25,000,000 sheep. Excepting tame bullocks all the rest of the cattle are fed and fattened in wire-fenced fields and yards.

The principal slaughtering country in South America is Uruguay. Its exports of jerked beef, salted, packed, and Liebig's extract are larger than Brazil and Argentina together. Argentina exports live cattle to Brazil, Europe, and Chili. Brazil has not enough cattle in the Province of Rio Grande for home needs, and imports from Uruguay and Argentina. Argentina's leaner jerked beef is mostly exported to Cuba, and the fat Uruguayan jerked beef to Brazil. Lean cattle from Brazil and Argentina are fattened in Uruguay's rich pastoral fields, and used in the jerking and packing houses, selling at lower prices than native cattle, which are considered better. The slaughtering houses in Uruguay are located in the port of Montevideo, on the banks of the river Uruguay, and on the railway tracks in the center of the country. Cattle are driven to the packing houses or brought in railway cars. Cross-bred cattle are increasing rapidly. The low prices for which Uruguayan cattle can be obtained, with all sort of facilities to breed, fatten, and manage them, are a great inducement for capital and enterprising people interested in the packing business. Certain benefits are to be drawn out of this industry.

AGRICULTURE.

The same should be said regarding agriculture. With a mild climate, American implements, rich agricultural lands, from \$2 to \$4 per acre, river and railway means of communication, and low freights for exports, if the cultivation of agricultural products can not be done there with prospects of large incomes, it can not be done in any country in the world. The sheep products increase ever year, refining constantly the light, fine, elastic, long staple merino wool that is peculiar to that country, and producing mutton of good weight and exquisite flavor, which is well appreciated in foreign markets.

WOOL.

The removal of the duty on wool by the Congress of the United States has not affected the prices or exports of wool in the River Plate; the development of exports to the United States depends on the needs and development of American manufactures, to be able to compete with Europeans for home use and exports having in hand good cheap material. American buyers will purchase their stocks where they find them more convenient to their interests, in the producing countries, raw or washed, or in the great European wholesale markets.

COMMERCE.

The commerce between the United States and the River Plate can be developed—

(1) By American capital and people interesting themselves there in this business.

(2) By being mutually well represented as ministers and consuls by men acquainted with North and South American means and needs; the right men in the right place.

(3) By direct line of steamers running regularly, and low freights.

(4) By facilities of commercial exchanges and direct banking communications.

(5) Reciprocity treaties should not be neglected. The beginning would be to establish friendly and commercial treaties, embracing a few matters of reciprocity convenient now, with the intent of extending them later on, after seeing the results of practice and study. Commercial treaties can not be made on the same basis with Brazil, Argentina, and Uruguay.

In Uruguay American goods pay very low import duties; in Argentina, much higher.

For additional details I refer you to the statistics from Uruguay published in 1895, where all the trade details can be found; the Hand Book of Uruguay, published by the Bureau of American Republics in 1893, and a number of the Rural Association in Montevideo, corresponding to January 15, 1896, where special information can be had.

APPENDIX C.

TRADE WITH JAPAN AND CHINA.

TRADE WITH JAPAN AND CHINA.

STATEMENT OF MR. WILLIAM E. CURTIS, WASHINGTON, D. C.

Our commercial relations with Japan are very similar to those with Brazil. The balance of trade against the United States is not so large, but is in the same proportion. We buy the largest share of the products of Japan, and she spends the money we pay for them in England for goods which our manufacturers might furnish of equal and often superior quality and at similar prices. But it is our own fault. While we have been engaged in the development of our internal trade, the British have captured the markets of Japan. They have occupied the ports that are open to foreign commerce with vast warehouses, sample rooms, and wholesale and retail mercantile establishments; they have established banks and other conveniences for trade, and although we have excellent and adequate steamship facilities comparatively few Americans are engaged in business in Japan, and our manufacturers have shown but little energy or zeal in introducing their goods. On the contrary, the few American merchants that are now doing business in Japan complain that they experience great difficulty in filling orders in this country unless they are willing to pay cash in advance.

I spent the summer of 1895 in Japan, investigating the commercial and industrial opportunities that were offered for American enterprise, and had the benefit of the opinions and experience of nearly every American merchant in the Empire. The results of my inquiries appear at length in a recently published volume entitled

"THE YANKEES OF THE EAST,"

and incidents are therein recited which will astonish those who are in the habit of boasting of American enterprise. A notable instance occurred while I was in the country, and came under my personal observation. The municipal government at Tokyo, which has as good a credit as any city in the world—as good as that of London, or Boston, or Berlin—was introducing modern waterworks, and invited proposals from three American manufacturers to furnish \$600,000 worth of iron water pipe. Two of them declined outright. The third submitted a bid, which was very much lower than any from Europe, but was accompanied by a stipulation that delivery and payment should be made in the United States instead of in Japan, as the specifications required. The city officials of Tokyo were justly indignant at this reflection upon the integrity of their government and awarded the contract to a Belgian manufacturer, who accepted it eagerly and is said to have made a large profit.

A second letting for a similar amount of pipe occurred a few months later, and, having recovered somewhat from their indignation, the city officials again invited bids from American manufacturers. Two firms sent agents to Japan to make inquiries, and their reports were not only

favorable but were indorsed by the United States minister and the consul-general. When they reached headquarters in this country, one of the companies had become frightened by a sudden increase in the price of iron and decided not to take any chances on a \$600,000 contract. The manager of the other company called a meeting of his board of directors, and laid before them the reports from their vice-president who had gone to Japan. After a long and serious discussion, in which a good deal of feeling was disclosed, a majority of the directors decided that if the Japanese Government wanted to buy pipe of them they must agree to have it inspected and paid for before it left the United States. A bid was submitted on those conditions, and a committee of the Tokyo common council, having the matter in charge, threw it out without a moment's consideration. The contract was awarded to a Glasgow company. Thus, in a single instance, profitable sales of \$1,200,000 worth of merchandise were rejected simply from a lack of confidence in the financial integrity of the Japanese, although it may be said that the Government of that Empire has never defaulted upon a contract and pays cash for everything it buys. Directly or indirectly during the year ending June 30, 1895, the Japanese authorities expended over \$15,000,000 in England alone, and there has never been the slightest complaint or criticism of their conduct or integrity.

The American merchants doing business in Yokohama will testify that the incident of the water pipes is not unusual, and that nearly all those who have endeavored to extend our export trade in Japan have had similar experience with American manufacturers. European merchants and manufacturers consider the commercial risk in Japan less than at home, and many of them have resident agents seeking contracts. This alone is sufficient to account for the existing condition of affairs.

THE FOREIGN COMMERCE OF JAPAN.

During the calendar year of 1895 the foreign commerce of Japan amounted to 265,372,756 in silver yen, which is equivalent to about \$145,000,000 in American gold. The Japanese yen corresponds to the Mexican silver dollar, which is the actual standard of value, and which at this writing is quoted at 56 cents. The total exports during the year were 136,112,177 yen and the imports 129,260,578 yen, showing an excess of exports amounting to 6,851,599 yen.

Although for nearly six months of the year Japan was engaged in a foreign war, this was the high tide of her commerce.

The following table will show the growth of the trade since 1872, when the foreign commerce of Japan may be said to have been inaugurated. The values are given in the native yen.

Year.	Exports.	Imports.	Total.	Rate of increase.
				<i>Per cent.</i>
1872.....	17, 026, 647	26, 174, 814	43, 271, 462	.....
1876.....	27, 711, 527	23, 964, 678	51, 676, 206	19. 6
1880.....	28, 396, 386	36, 626, 601	65, 021, 987	25. 8
1887.....	52, 407, 681	44, 304, 251	96, 711, 932	51. 1
1891.....	79, 527, 272	62, 927, 268	142, 454, 540	47. 3
1894.....	113, 246, 086	117, 481, 955	230, 728, 041	61. 9
1895.....	136, 112, 177	129, 260, 578	265, 372, 756	15

During these twenty-four years, therefore, the increase of exports has been 671 per cent, and the increase of imports 453 per cent, and that of the total trade 549 per cent. A noteworthy feature is the gradual

increase in the exports of manufactured articles, which, although not so great as those of tea, silk, and other natural products, have more than trebled during the last five years. The most rapid growth of trade is shown with Asia, Australia, and the East Indies, which are the natural markets for the manufactured products of Japan.

The following table shows the total value in silver yen of merchandise exported to and imported from Europe and the United States during the eleven years from 1885 to 1895, inclusive:

Country.	Exported from Japan.	Imported by Japan.
France	156,401,502	35,594,814
Great Britain	60,524,995	281,588,004
Germany	14,994,303	63,965,576
Italy	12,605,295	1,257,825
Russia	3,343,537	5,619,114
Austria	3,283,868	342,436
Switzerland	2,623,908	5,664,339
Holland	1,193,707	491,643
Belgium	765,546	9,506,297
Turkey	157,318	30,809
Spain	136,036	319,900
Denmark	10,934	464,355
Norway and Sweden	6,473	417,866
Portugal	3,073	52,516
Total trade with Europe	256,050,495	405,315,494
Trade with United States	318,446,188	67,237,269
Grand total	574,496,683	472,552,763

JAPANESE TRADE WITH THE UNITED STATES.

A comparison of the trade of Japan with the United States and Great Britain is even more startling. The following are the totals for the last eleven years:

Country.	Exported from Japan.	Imported by Japan.
	Yen.	Yen.
Great Britain	60,524,995	281,588,004
United States	318,446,188	67,237,269

Thus in eleven years Japan has sold the United States more of her products by 62,395,693 yen than all the nations of Europe combined, and at the same time she has purchased from them more than 338,078,225 yen in excess of her imports from the United States. In other words, she has been dependent upon us for a market for her staples, which are silk and tea, and ought to have been a liberal buyer of our merchandise. We have the friendship of the Government and the people. Great Britain has their hostility and their trade.

The people of the United States are more to blame for this commercial phenomenon than the Japanese. If our merchants and manufacturers had shown the same energy and patience that the British merchants have in seeking the trade of Japan, the balance might have been on the other side of the ledger. The conditions of trade in Japan are precisely like those in China, Mexico, Central and South America, and the West Indies. The manufacturers of Great Britain, Germany, and France, particularly those of the first-named country, went to the treaty ports as soon as Commodore Perry, of our Navy, opened Japan to foreign trade, established agencies, built warehouses, founded banks, and took possession of the markets. They discovered what goods were

wanted, and furnished what was suitable to the peculiarities and requirements of the people. Meanwhile the manufacturers of America took no interest in the great market that was being developed there because they had so much to do at home.

At the same time the European merchants in Japan have been shipping to the United States the products of that country because our people are willing to pay better prices for the luxuries of life than those of any other nation.

HOW THE JAPANESE TRADE IS DIVIDED.

The following table shows the value, in silver yen, of the exports of Japan to and imports from various foreign countries during the calendar year 1895:

Country.	Exports.	Imports.	Total.
United States	54,028,950	9,276,360	63,305,310
France	22,006,386	5,180,134	27,186,520
Hongkong.....	18,362,802	8,078,189	26,440,992
China	9,135,108	22,985,144	32,120,153
Great Britain	7,883,240	45,172,110	53,055,202
British India.....	4,359,236	12,001,810	16,361,046
Korea	3,831,476	2,925,399	6,756,876
Italy	3,550,735	148,465	3,699,201
Germany	3,340,022	12,233,158	15,573,171
Canada and other British America	1,986,169	13,717	1,999,887
Russian Asia.....	1,247,523	1,371,612	2,619,135
Australia.....	1,281,103	1,031,725	2,312,828
Switzerland	467,718	1,040,211	1,507,929
Austria	450,625	25,121	475,746
Hawaii.....	393,689	2,163	395,852
Holland	283,382	61,535	344,918
Philippine Islands	194,831	1,220,744	1,415,576
Belgium.....	131,944	2,066,244	2,198,188
Russia	75,222	46,045	121,268
Turkey.....	62,215	5,584	67,800
Spain.....	48,422	47,148	95,570
Annam and other French India	17,554	3,382,671	3,400,227
Siam	7,930	143,095	151,025
Peru	7,180	3,377	10,558
Denmark.....	5,347	8,319	13,667
Sweden and Norway.....	185	208,335	208,520
Portugal .....	.....	7,175	7,175
Other countries	358,138	574,973	933,111
Total	133,516,985	129,260,578	262,777,564

EXPORTS OF JAPAN, BY CLASSES.

The chief exports from Japan in 1894, given below, convey a fair idea of the trade:

Raw silk.....	\$21,446,375
Textile fabrics, mostly silks.....	8,867,743
Food products, mostly rice.....	5,416,098
Tea.....	3,965,243
Coal.....	3,298,214
Metals, mostly copper.....	3,015,180
Matches	1,897,817
Drugs and medicines.....	1,230,811
Floor matting	987,746
Porcelains	742,426
Fish oil and vegetable wax.....	639,095
Lacquer ware.....	398,769
Umbrellas	388,031
Straw plaiting.....	371,699
Bamboo and wooden ware.....	289,498
Tobacco	274,137
Fans	171,533
Paper and stationery.....	163,320

IMPORTS OF RAW COTTON.

The following statement shows the number of bales, or piculs, of raw cotton imported into Japan during the five years from 1891 to 1895, inclusive, and the countries from which it came. A very large part of that credited to China and India came from the United States, having been transshipped both at Liverpool and Hongkong. A picul, which is the standard bale in Japan, weighs 133 pounds.

Country.	1891.	1892.	1893.	1894.	1895.
India.....	265,641	362,257	365,924	446,203	517,437
China.....	459,960	661,826	713,364	621,400	907,688
United States.....	53,044	91,853	61,603	120,568	119,961
Korea.....	4,718	915	1,101	144	503
Other countries.....	17,478	16,631	16,326	10,662	5,938
Total.....	800,841	1,133,482	1,158,318	1,198,977	1,551,527

Principal exports and imports of Japan.

EXPORTS.

Articles.	1895.		1894.	
	Quantity.	Declared value.	Quantity.	Declared value.
		Yen.*		Yen.*
Antimony.....catties..	2,413,185	289,935.30	2,682,813	254,261.46
Bamboo.....		283,138.09		188,963.60
Ware.....		417,093.90		298,245.77
Bronze ware.....		229,290.90		183,687.89
Camphor.....catties..	2,238,386	1,526,831.94	2,071,378	1,023,956.35
Carpets (hemp or cotton).....number..	685,536	1,635,902.08	546,091	1,134,072.71
Coal and dust coal.....tons..	1,844,815	7,604,788.22	1,701,130	6,578,460.89
Cocoons (pierced and waste).....catties..	176,944	178,571.65	268,381	227,572.59
Copper:				
Ingot.....do....	6,558,406	1,340,583.72	9,645,269	1,799,435.08
Slab.....do....	8,431,204	1,693,376.92	6,074,919	1,155,862.96
Sheet, and other manufactured.....do....	9,197,160	2,123,706.80	9,683,904	1,945,456.36
Copper ware.....		101,341.66		134,970.19
Cotton:				
Raw.....catties..	774,547	171,926.80	540,151	119,153.67
Piece goods—				
Chijimi.....pieces..	469,595	585,908.66	1,088,389	1,067,572.95
Flannel.....do....	292,415	400,519.77	158,989	221,917.58
Tenuguiji and other.....do....	1,646,887	1,329,511.58	705,339	571,712.44
Undershirts and drawers.....do....	76,657	96,992.52	100,586	133,547.44
Yarn.....catties..	3,532,893	1,034,478.70	3,538,868	955,529.95
Cuttlefish.....do....	6,401,207	996,029.95	9,483,425	1,162,453.03
Fans.....number..	11,573,861	399,519.22	9,049,034	319,416.24
Fish and rape-seed oil.....catties..	12,167,829	572,066.16	16,804,319	684,538.82
Floss silk and waste.....do....	56,996	14,307.01	169,493	99,786.97
Flour.....do....	4,854,539	191,848.35	3,309,426	141,454.66
Furs.....number..	242,319	262,901.82	175,937	111,392.90
Furniture.....		103,480.81		102,212.08
Ginseng.....catties..	299,636	373,648.08	326,172	499,798.07
Glassware.....		346,476.90		258,956.81
Iriko (bêche de mer).....catties..	1,021,821	316,908.71	929,107	294,323.84
Ivory ware.....		106,598.79		98,285.90
Kanten (colle vegetale).....catties..	1,118,773	449,271.25	1,298,422	495,625.39
Lacquered ware.....		1,083,212.46		797,539.30
Manganese.....catties..	27,448,142	196,598.59	29,341,892	198,810.37
Matches.....gross..	16,914,027	4,672,811.55	13,843,022	3,795,634.90
Mats for floors.....		3,461,369.88		1,965,493.11
Menthol crystal.....catties..	30,836	197,411.27	21,135	143,107.25
Mushroom (shiitake).....do....	1,359,237	522,944.69	1,339,843	573,511.29
Paper ware.....		506,932.98		303,795.42
Peppermint oil.....catties..	31,900	112,869.92	57,809	242,774.25
Porcelain and earthenware.....		1,955,060.13		1,484,853.84

* Silver.

Principal exports and imports of Japan—Continued.

EXPORTS—Continued.

Articles.	1895.		1894.	
	Quantity.	Declared value.	Quantity.	Declared value.
		<i>Yen.*</i>		<i>Yen.*</i>
Rags.....catties..	2,484,340	57,029.67	12,673,533	284,919.20
Rice.....piculs..	1,798,983	7,209,755.52	1,425,780	5,595,398.49
Sake.....sho..	1,978,705	415,333.95	958,872	186,101.21
Salt.....catties..	24,687,032	97,463.55	16,100,052	68,255.97
Screens.....number..	154,909	366,009.99	134,209	282,349.38
Seaweeds.....catties..	39,033,128	514,275.22	35,851,245	467,235.32
Cut.....do....	5,796,883	116,016.14	5,999,134	139,793.35
Sharks' fins.....do....	309,549	95,880.45	297,689	102,215.39
Shellfish:				
Awabi.....do....	1,060,898	396,800.26	1,165,131	445,570.93
Kainobashira.....do....	156,913	39,833.44	541,710	127,930.12
Shrimps.....do....	1,535,159	222,821.89	1,283,965	171,780.74
Silk:				
Raw.....do....	5,810,046	47,866,256.93	5,484,059	39,353,155.62
Noshi.....do....	1,596,777	1,347,255.92	1,701,211	1,632,211.45
Waste.....do....	2,225,413	1,515,463.76	2,153,120	1,576,381.47
Handkerchiefs.....dozen..	1,855,574	5,339,955.27	1,435,674	3,628,128.71
Piece goods—				
Habutae.....pieces..	525,961	8,354,489.88	434,767	7,254,478.37
Chirimen and other.....do....	155,886	1,643,356.45	136,007	1,175,522.24
Straw plaits.....bundles..	3,478,639	1,387,643.46	2,062,697	743,399.10
Sulphur.....catties..	26,445,913	296,136.20	21,103,646	244,542.26
Tea:				
Green—				
Pan fire.....do....	26,266,785	7,226,903.27	25,720,434	6,430,902.90
Basket fire.....do....	4,552,166	1,225,080.74	4,615,370	1,138,286.58
Dust.....do....	6,415,472	308,017.04	5,340,560	248,014.90
All other.....do....	1,592,238	129,240.49	1,867,223	113,082.54
Timber, wood, and planks.....		261,532.00		275,822.01
Tobacco, leaf.....catties..	2,039,999	216,613.35	1,992,844	259,675.34
Umbrellas, European.....number..	1,630,715	735,207.13	1,960,661	746,067.75
Vegetable wax.....catties..	2,792,330	334,846.60	4,401,195	562,134.64
Wood ware.....		398,349.58		280,753.63
All other articles, unenumerated.....		8,997,299.94		6,868,921.54
Total.....		134,991,029.82		112,171,175.47
Reexported articles.....		1,121,148.10		1,074,910.68
Total exports.....		136,112,177.92		113,246,086.15

IMPORTS.

		<i>Yen.*</i>		<i>Yen.*</i>
Alcohol.....catties..	4,894,718	440,904.58	1,943,373	174,185.82
Aniline dyes.....do....	803,906	682,137.60	650,598	543,494.38
Beans, pease, and pulse.....do....	121,789,578	2,554,763.58	137,752,255	2,977,794.64
Caustic soda.....do....	5,855,175	234,000.46	4,622,642	205,466.84
Chlorate of potash.....do....	1,734,734	419,053.60	2,492,548	840,640.38
Cigarettes.....		303,871.10		232,343.66
Coal.....tons..	68,931	853,079.79	37,247	472,757.09
Cotton:				
Raw.....catties..	143,468,259	24,304,814.23	108,415,609	19,103,922.98
On the seeds.....do....	11,684,469	517,283.06	11,515,576	506,837.54
Chintzes or printed cotton.....yards..	3,785,967	383,364.94	5,155,964	521,697.03
Drills.....do....	3,693,018	519,972.03	1,381,417	172,598.89
Handkerchiefs.....dozens..	335,633	204,683.52	328,065	199,846.51
Satins, broad or not.....yards..	4,628,358	794,136.27	7,831,153	1,266,150.63
Velvets.....do....	2,209,984	486,097.11	2,897,581	700,150.63
Shirtings—				
Gray.....do....	46,082,003	3,071,495.92	41,439,972	2,935,033.52
Twilled.....do....	565,290	57,469.13	1,753,734	171,694.13
White.....do....	5,394,799	505,719.66	3,658,217	337,607.09
T cloths.....do....	2,945,918	241,462.77	2,626,361	212,318.16
Turkey reds.....do....	5,261,157	418,790.78	2,302,398	225,285.30
All other cotton piece goods.....do....	3,535,028	416,575.76	3,384,697	415,720.38
Yarn.....catties..	14,591,083	7,082,975.36	15,942,797	7,977,365.73
Dried sardines, for manure.....do....	432,342	8,560.88	10,412,625	193,636.38
Flax, hemp, and jute.....do....	8,891,642	645,840.62	7,069,472	537,924.96
Flour of all kinds.....do....	10,576,145	413,427.33	16,051,617	641,929.67
Hides (buffalo and cow).....do....	3,915,214	695,984.98	2,355,831	394,892.19
Indigo (dry).....do....	444,128	581,369.59	248,938	329,861.41

* Silver.

Principal exports and imports of Japan—Continued.

IMPORTS—Continued.

Articles.	1895.		1894.	
	Quantity.	Declared value.	Quantity.	Declared value
Iron:		<i>Yen.*</i>		<i>Yen.*</i>
Pig.....catties..	58,859,698	673,795.70	61,081,416	743,552.83
Bar and rod (round, square, flat, etc.).....catties..	73,639,244	2,085,684.09	46,839,223	1,339,033.96
Plate and sheet (including diagonal and galvanized).....catties..	29,305,915	1,038,793.59	24,634,101	889,184.87
Nails, and galvanized iron nails. do....	24,286,896	1,279,407.00	25,325,004	1,333,149.53
Pipes and tubes.....		604,753.36		484,086.40
Wire and telegraph wire...catties..	6,612,287	348,146.86	4,715,612	227,026.58
Band, hoop, nail rod, roofing, and other manufactured.....catties..	4,257,835	168,904.97	4,263,187	177,146.88
Kerosene oil.....gallons..	44,152,414	4,303,928.94	55,643,719	5,135,332.26
Lead and sheet lead.....catties..	6,036,031	358,436.26	4,312,732	267,149.63
Leather, sole and other.....do....	3,120,488	1,590,596.20	1,553,182	880,622.89
Locomotive engines, railway carriages, and parts of.....		1,806,911.40		1,735,373.02
Logwood, extract of.....catties..	967,670	218,838.86	1,426,555	303,850.86
Machinery.....		4,090,526.26		4,201,694.20
Materials for railways.....		1,253,343.22		881,805.36
Oil cakes.....catties..	57,189,965	946,027.55	53,291,952	822,195.36
Paraffin wax.....do....	2,557,704	266,340.42	2,729,793	263,015.06
Phosphorus, amorphous.....do....	160,447	260,822.78	118,534	178,231.88
Printing paper.....do....	2,853,946	307,699.28	2,533,080	257,857.36
Rail.....do....	43,304,127	925,531.38	57,772,865	1,209,205.40
Rice.....piculs..	1,685,352	4,357,096.29	3,304,628	8,413,148.20
Salicylic acid.....catties..	151,985	285,585.08	62,793	193,677.32
Satins, silk and cotton mixtures..yards..	81,587	37,308.70	344,099	235,505.06
Steam boilers, engines, and parts of.....		431,925.36		215,155.04
Steel.....catties..	6,919,739	503,571.29	4,985,909	362,365.84
Sugar:				
Brown.....do....	111,877,023	4,074,241.39	113,806,711	4,551,843.27
White.....do....	129,548,753	7,645,864.94	109,343,475	8,689,748.05
Tin.....do....	537,631	191,936.08	468,123	179,068.38
Plates.....cases..	48,564	251,131.43	53,559	296,284.90
Watches.....number..	188,722	923,022.58	78,272	404,646.22
Window glass.....cases..	110,364	309,801.70	78,834	246,032.62
Wine, in bottles and casks.....		314,828.96		222,770.96
Wool.....catties..	2,829,556	1,136,951.00	1,485,526	567,197.22
Blankets.....do....	1,911,955	1,569,425.35	755,573	572,808.14
Flannels.....yards..	2,715,037	961,331.80	856,269	308,833.79
Italian cloths.....do....	3,188,882	921,741.25	6,481,638	1,759,795.65
Mousseline de laine.....do....	20,333,183	3,633,467.96	19,042,850	3,150,823.17
Woolen cloths.....do....	2,012,344	2,951,041.93	507,356	641,270.06
In part wool.....do....	312,014	169,265.74	317,381	175,559.01
All other woolen piece goods and cotton mixtures.....yards..	1,184,400	467,273.17	634,224	233,120.26
Yarn.....catties..	889,163	951,035.29	490,475	563,501.38
Zinc and sheet zinc.....do....	6,392,504	635,477.22	4,498,717	493,824.06
All other articles, unenumerated.....		26,993,650.58		21,273,707.56
Total.....		129,083,297.32		117,371,361.43
Reimported articles.....		177,280.96		110,594.03
Total imports.....		129,260,578.28		117,481,955.46

* Silver.

EXPORTS OF SILK GOODS.

There has been an enormous increase in the exports of silk handkerchiefs and silk piece goods from Japan, as the following table will show.

Year.	Silk handkerchiefs.	Silk piece goods.
1887.....	\$1,146,280	\$135,224
1888.....	1,233,927	258,033
1889.....	2,104,459	623,456
1890.....	2,516,946	1,167,868
1891.....	2,811,820	1,763,716
1892.....	3,494,417	4,434,078
1893.....	3,899,646	4,074,993
1894.....	3,628,128	8,399,494
1895.....	5,399,955	9,997,846

SILK AND TEA.

The United States is the largest buyer of raw silk, taking nearly one-half of the whole product. There has been a considerable increase of late in the shipments to France, which is the second buyer. Italy and Switzerland also are taking raw silk from Japan. The United States takes almost two-thirds of the silk piece goods. France comes second; those two countries buy seven-eighths of all that is exported. Great Britain bought less than \$250,000 in 1894, and that was a very large increase over 1892, when she bought only \$39,000 worth.

The exports of tea amounted to 37,390,822 catties, a catty being 1½ pounds. One hundred catties make a picul—133 pounds. The United States takes three-fourths of the tea produced in Japan. British America is the second buyer.

The following table shows the general character of the merchandise imported into Japan and the value of each class of goods included in her imports during the year 1894, the amount having been reduced to American gold:

Raw cotton	\$9,551,961
Machinery	7,974,542
Sugar	6,662,260
Breadstuffs, including rice	5,877,068
Cotton yarn	4,888,682
Iron and steel	4,589,384
Woolen goods	3,991,440
Cotton fabrics	2,888,266
Oil and wax, mostly kerosene	2,845,996
Drugs and medicines	1,798,140
Dyes and paints	986,641
Furs, hides, and leather	904,034
Provisions	886,602
Copper, brass, and lead	876,973
Books and stationery	451,782
Oil cakes	411,097
Hemp and jute	403,961
Other textiles	279,357
Silk goods	261,492
Wines and liquors	251,672
Glassware	183,883
Clothing	179,811

PECULIARITIES OF THE TRADE.

As will be noticed, raw cotton is the largest item of import, and it furnishes an illustration of the very rapid increase in the manufacture of textiles in Japan. The imports of cotton have doubled within the last two years, but only \$1,340,000 was sent direct from the United States. The balance was bought through commission houses at Liverpool and transshipped at that port.

Great Britain furnished 99 per cent of the cotton yarns and threads and nearly all the textiles that were imported. They consisted of cotton drills, shirtings, sheetings, lawns, prints, satins, handkerchiefs, and velvets. The second item of importance, machinery, covers a very large variety of articles, as follows: Electric plants, locomotive engines (\$790,000), mining machinery, spinning machinery (\$1,429,000), boilers and engines (\$107,000). Most of it was furnished by Great Britain.

Although Japan exported nearly \$5,500,000 worth of rice in 1894, she imported nearly as much, which came from Siam, French India, China, Korea, and British India. The reason for this freak of trade is that the people ship their own product to Europe, where it brings the highest

prices, and import a cheaper grade from China and Korea. The Japanese rice is said to be the best in the world, and to have a particular flavor that is more agreeable to Europeans. Other breadstuffs imported into the country are beans, pease, and millet, which come mostly from China and Korea, and about \$306,000 worth of flour from the United States.

England furnishes the greater portion of the iron and steel imported into Japan. The principal items under this head in 1894 were rails (\$604,000), bar and rod (\$669,000), iron nails (\$666,000), which came mostly from Germany, pig iron (\$376,000), plate and sheet (\$450,000), pipes and tubes (\$242,000), wire (\$42,000), galvanized sheets (\$78,000), and a little telegraph and steel wire.

The woolen imports consisted of raw wool from Australia, yarns from Germany, cloths from Germany and England, flannels from Germany, and blankets from Great Britain.

It has often been said by facetious travelers that the only exports from the United States to Japan are kerosene oil and missionaries. As a matter of fact the former article furnishes the largest item in our commerce, averaging 36,000,000 gallons, valued at \$2,039,000, while Russia sent 9,500,000 gallons, valued at \$526,000.

The drugs and medicines used in Japan come mostly from Great Britain, the dyes from Germany, and the perfumeries and cosmetics from France. We furnish a good deal of leather, but most of the hides come from India and Korea.

A good deal of condensed milk is shipped into Japan from the United States and Switzerland, as they have very few cows there. The butter comes from the United States, Holland, and Denmark in tins. The grass of the country is not suitable for dairy food. Alfalfa has been successfully grown, but you see very little of it. Americans who keep cows import hay from the United States. Other provisions come from Great Britain and the United States in the form of preserved fish, fruits, meats, and vegetables.

Very little wine and liquor is imported into Japan, and that is used almost exclusively by foreigners. There are several breweries and distilleries in the country and some wine is made, but the national drink is sake—a brandy made from rice—which is used extensively by all classes, but you see very little intoxication.

The annual returns of the foreign trade of Japan for 1894 show a list of 196 articles imported from the United States, 204 from France, 279 from Germany, and 335 from Great Britain.

GREAT VARIETY OF IMPORTS.

The list of the United States contains nearly everything that can come under the head of general merchandise from lead pencils to locomotives, but, as I have said, the chief value is in petroleum. The exports from Germany, France, and England are nearly all manufactured goods, and consist of articles that might be furnished by the United States at equally low prices. Aside from machinery, the largest part of the imports of Japan are raw materials for their own factories to work over into articles of merchandise, many of which are sent abroad.

A result of the remarkable national spirit that was aroused in Japan by the late war is a determination on the part of the native merchants to control both the import and export trade. The foreign commerce of Japan has always been conducted very largely by foreign commission houses in the treaty ports, which have stood as middlemen between the

producer, the manufacturer, and the merchant of Japan, and those in foreign countries who have bought from or sold goods to him; but now the natives are determined to abolish this system and trade direct. This movement is not so much to avoid the commissions charged by the middlemen as to gratify the national pride. The following tables, from official sources, show the comparative volume of trade handled by the foreign and the native merchants during the last eleven years:

Exports and imports through Japanese and foreigners.

EXPORTS.

Year.	Japanese.	Foreigners.
	<i>Yen.</i>	<i>Yen.</i>
1885.....	2,303,743	31,390,019
1886.....	5,713,201	41,628,570
1887.....	6,555,436	43,996,087
1888.....	7,142,916	56,599,289
1889.....	6,900,775	61,641,543
1890.....	6,207,489	48,767,636
1891.....	8,839,025	69,144,863
1892.....	11,471,009	77,943,924
1893.....	14,362,029	74,085,809
1894.....	20,348,535	92,897,551
1895.....	26,328,816	107,188,169

IMPORTS.

	<i>Yen.</i>	<i>Yen.</i>
1885.....	2,344,986	25,724,772
1886.....	2,566,150	28,332,800
1887.....	5,030,231	37,365,703
1888.....	8,593,755	53,820,247
1889.....	9,778,014	54,349,248
1890.....	19,629,759	61,033,110
1891.....	14,324,841	47,692,803
1892.....	13,932,769	56,263,748
1893.....	16,891,696	70,908,139
1894.....	34,324,804	83,157,151
1895.....	38,829,338	90,431,240

This shows a steady increase in the articles exported and imported through Japanese firms, the exports having increased more than twelve times and the imports more than eighteen times during the period covered. But it was only a natural increase accompanying the general expansion of trade, that which passed through the hands of foreign firms having increased in the same proportion. The fact that Japan's foreign trade is in the hands of foreigners remains unchanged.

THE TOKYO CHAMBER OF COMMERCE

recently memorialized Parliament on this subject, asking the assistance of the Government in securing the control of foreign trade. They even went so far as to demand the establishment of native steamship lines, in order that they might not be dependent upon foreigners for transportation facilities; and the native merchants and manufacturers have just organized what is known as the "Foreign Trade Association," whose object may be inferred from the following list of committees:

1. To report facts important to exporters.
2. To secure increased facilities.
3. To prevent the exportation of spurious products.
4. To secure Government encouragement for the export trade.
5. For the education of able men for the export trade.

6. To encourage intimacy between producers and exporters.
7. To encourage the development of industries for export.
8. To examine the commercial conditions and requirements of foreign markets.

DEVELOPMENT OF THE COTTON INDUSTRY IN JAPAN AND INDIA.

As has been stated, the most extraordinary development of Japanese industry is in cotton spinning and weaving. The first factory was set up in 1863 by one of the daimyos. The next was built in 1867, with 750 spindles, but now operates 82,000, and is the largest in the Empire. The industry has grown so rapidly that there are now 61 factories in operation, with 580,564 spindles, employing 8,899 men and 29,596 women. The factories in course of construction will bring the total number of spindles to 820,000.

It may be said in this connection that the development of the cotton industry in India has been quite as great as that of Japan, and is now many times larger. The first cotton mill was started in India in 1851, and now there are 144, containing 34,146 looms, 3,712,292 spindles consuming 1,375,000 bales of 400 pounds each, and giving employment to 139,478 persons, of whom 87,293 are men, 26,570 women, 15,036 young persons, and 9,579 children.

There are 100 mills in the Bombay presidency alone. In Bengal there are 8 mills, all in the vicinity of Calcutta; in Madras, 11; 4 at Cawnpore, 2 at Delhi, 1 at Indoe, 3 in Hyderabad, 1 in Barer, 2 in Mysore, 3 in the French settlement of Pondichery, and 1 in Travancor.

Five of 7 new mills which commenced work in 1895 are in the Bombay presidency, which possesses 69 per cent of the whole number of mills in India, 71 per cent of the spindles, and 79 per cent of the looms.

The nominal capital of the mills so far reported is about \$61,000,000, but it is probable that the whole capital invested is not far short of \$66,000,000.

THE COTTON MILLS OF INDIA.

The following table shows the number of mills, looms, spindles, and persons employed in the cotton mills of India each year since 1879:

Year.	Mills.	Looms.	Spindles.	Persons employed.
1879.....	58	12,983	1,436,464	(¹)
1880.....	58	13,307	1,470,830	39,537
1881.....	58	13,283	1,491,730	47,955
1882.....	62	14,386	1,550,944	52,231
1883.....	62	15,116	1,654,108	53,624
1884.....	74	16,251	1,895,284	61,836
1885.....	81	16,455	2,037,055	61,569
1886.....	89	16,548	2,198,545	71,577
1887.....	90	16,926	2,202,602	72,590
1888.....	97	18,840	2,375,739	80,515
1889.....	108	22,156	2,670,022	92,126
1890.....	114	22,078	2,934,637	99,224
1891.....	125	23,845	3,197,740	111,998
1892.....	127	24,670	3,268,524	117,922
1893.....	130	26,317	3,378,303	129,898
1894.....	137	29,392	3,539,681	130,570
1895.....	144	34,146	3,712,293	139,478

¹ No record.

THE COTTON INDUSTRY IN CHINA.

Since the close of the war with Japan and the treaty of peace the cotton-spinning industry has commenced what promises to be a very rapid and extensive development in China. Until 1896 there was but one mill in all China. That was located at Shanghai, and belonged to Li Hung Chang and other wealthy natives, in connection with several prominent foreigners. It was established in 1889, but burned down in 1891. The superstitious natives attributed its destruction to the Fungshuy, spirits of the dead who exercise a powerful influence over everything that occurs among the living. But the factory was rebuilt, and has since been in operation with great profit, although technically in violation of the laws of the Empire. The treaty with Japan at the close of the war permitted the establishment of manufactories by foreigners in various parts of the country, and this privilege was immediately accepted by foreign capitalists, who organized four companies for the purpose of erecting mills at Shanghai, one at Nankin, and two at Hankow. Others were proposed at Canton and other cities of the Empire. Several of these companies have raised their capital, purchased their machinery, and are erecting buildings; only one, however, is American. The rest are British. There seems a tendency among the Manchester manufacturers to remove their mills to China, where they can take advantage of the cheap labor and the local market.

THE GROWTH OF POPULATION IN JAPAN.

Although population does not always represent wealth in a country like Japan, where industry and economy are exceptional, it is the most important factor in the production of wealth. The increase in population there has been more than 27 per cent in twenty-five years, almost entirely from natural causes. Immigration from foreign countries is not encouraged. In fact, it is restricted to a greater degree than in any other country except China. Foreigners are not allowed to engage in business or other occupations, or even reside except in certain limited sections of five cities, and the total foreign population in the entire Empire is less than 10,000. It is probable that the emigration of natives has been greater than the immigration of foreigners during the period named.

The following statement shows the increase of the population of Japan since the first census:

1872	33, 110, 825
1880	35, 929, 023
1885	39, 069, 691
1890	40, 718, 677
1895	42, 187, 313

During the same period the population of Great Britain increased about 20 per cent, that of France 6 per cent, that of Germany 9 per cent, and that of the United States 24.8 per cent.

The growth of agricultural products has been chiefly in rice, silk, and tea. The increase in rice has been 58 per cent during the last fifteen years, the increase in tea 240.3 per cent, and in silk 300.2 per cent.

DEVELOPMENT OF MANUFACTURING IN JAPAN.

But the most remarkable development has been in the manufacturing industries. There were no factories in Japan until the revolution (and restoration of the Mikado) in 1868. All sorts of industry was carried

on by individuals in the households by primitive processes. In 1870 there were 44 small manufacturing establishments, in which the labor of a few people was assembled, and assisted by modern machinery. In 1895 there were more than 6,000 manufacturing establishments in operation, employing over 64,000 hands, and three-fourths of them were run by steam power, the remainder by water and electricity. Iron being one of the principal materials for manufacturing, the following will give an idea of the increase in that line, as nearly all the pig iron has to be imported:

Year.	Yen.	Per cent of increase.	Year.	Yen.	Per cent of increase.
1872	50,781	.....	1887	10,890,868	11.5
1876	1,106,609	2,178.3	1891	20,317,914	86.5
1880	8,828,834	795.3	1894	61,081,416	200.5
1884	9,772,065	10.7			

The quantity imported thus increased by 12,023.9 per cent during twenty-three years.

THE MERCHANT MARINE.

The development of the merchant marine of Japan has kept pace with that of other industries. The following table shows the number and tonnage of the steamships owned in Japan during the last fourteen years:

Year.	Number of steamships.	Tonnage.	Year.	Number of steamships.	Tonnage.
1872	96	23,364	1891	607	95,588
1876	159	40,248	1893	680	110,205
1880	210	41,215	1894	461	163,996
1883	390	45,350	1895	517	321,522
1888	524	81,066			

The rate of increase during twenty-four years has been 538.5 per cent in the number and 1,376.1 per cent in the tonnage of steamships.

INCREASE OF RAILWAYS.

Railways have also developed rapidly, as shown in the following table:

Year.	Mileage open for traffic.	Year.	Mileage open for traffic.
1872	18	1887	593
1876	64	1891	1,712
1880	98	1894	2,094
1884	249	1895	2,220

The rate of increase was 12,333.3 per cent in twenty-four years and 375.5 per cent in the last nine years. There being now a railway mania, not many years will elapse before the country is covered from end to end with a network of iron roads.

JAPANESE POSTAL STATISTICS AND TELEGRAPH SERVICE.

The following table shows the increase of postal matter:

Year.	Letters, etc.	Parcels.	Year.	Letters, etc.	Parcels.
1872	2,510,656	.....	1888	164,594,650	.....
1876	36,106,866	.....	1891	249,199,154	.....
1880	74,590,182	.....	1894	370,314,072	1,803,707
1883	107,902,029	.....			

An increase of 14,753.5 per cent during twenty-three years is not a bad record.

The following figures relate to the telegraphic service:

Year.	Number of offices.	Miles of wires, etc.	Messages.
1872	29	34	80,639
1876	100	2,214	631,825
1880	195	4,484	2,128,201
1883	312	5,916	2,418,301
1888	250	7,581	2,885,513
1891	435	9,113	4,674,341
1894	719	11,178	7,852,738

Thus, during twenty-three years, the rate of increase was 2,479.3 per cent in the number of offices, 32,900 per cent in the length of wires, and 9,738 per cent in the number of messages transmitted.

The telephone service was but lately introduced and is still in a state of infancy, yet statistics show that it is coming into more and more extended use.

Year.	Number of registered users of telephones.	Miles of wire.
1890	225	258
1894	2,748	1,831

COST OF LABOR IN JAPAN.

With the growth of industries the cost of labor has gradually risen. By way of illustration, the following statistics show the wages of female hands employed in cotton mills:

Year.	Average wages per diem.	Rate of increase.	Year.	Average wages per diem.	Rate of increase.
	<i>Sen.</i>	<i>Per cent.</i>		<i>Sen.</i>	<i>Per cent.</i>
1889	8.1	.....	1893	9.4	5.6
1890	8.2	1.2	1894	10.2	8.5
1891	8.3	3.4	1895	10.9	6.7
1892	8.9	7.2			

A sen is equal to one-half of 1 cent.

The rate of increase in seven years has been 37 per cent.

For the Bulletin of the Department of Labor, No. 2, for January, 1896, I furnished a statement in detail concerning the industrial revolution

that is now going on in Japan, which should be read in this connection for a better understanding of the commercial situation in that country.

A very interesting series of reports on the industrial and commercial condition of Japan appear in the Consular Reports for May, 1896.

APPREHENSION OF FINANCIAL TROUBLE IN JAPAN.

There is a serious apprehension among thoughtful men lest Japan is making too rapid progress. That precocious child of modern civilization has developed at such an extraordinary pace that much of its culture is veneer. Its education is superficial, and the legislation enacted by a Parliament that has been in existence but five years has been so abundant, so ambiguous, and so contradictory that it has been found necessary to appoint commissions of learned and conservative men to revise and codify the statutes of the Empire in order that they may be understood and enforced. The industrial revolution has been so rapid and radical; the expenditures for public and private improvements have been so great; the fever of speculation has run up so high, that the capital of the country is not sufficient for the transaction of business, and a reaction must sooner or later occur, which may cause a financial panic and retard development until commercial and industrial affairs can adjust themselves to their normal conditions.

There have been grave omens of such disaster during the last few months. The excessive production of raw silk, which has been the most profitable crop of the country, has already outstripped the demand, and recent advices have been received of 30,000 bales thrown back upon the commission men for which there is no market. The banks have refused to make new advances upon silk, or to renew old loans without additional security, which the merchants have been unable to furnish; and the latter have appealed to the Government to advance 10,000,000 yen, which is equivalent to \$5,000,000, to carry them over the emergency, which was refused, and now the owners of the silk, who are carrying it upon margins, have been compelled to sell at a decided loss in order to pay storage and interest charges. Thus the price has been forced down from 30 to 35 per cent less than that which ruled at this time last year.

Another and more significant indication of the serious condition of affairs was the failure of a recent Government loan. Japan has never been compelled to borrow money abroad. She has no foreign debt. That the Government was able to arm and equip an army of 300,000 men and a fleet of 70 vessels and carry on a war upon foreign territory for more than two years in Korea, China, and Formosa, without the aid of foreign capital, without the slightest depreciation of the national currency, and without any interruption of its commerce or industry, which actually increased during the time, demonstrates the extraordinary resources and reserve power of the country. And in February, 1896, a loan of \$10,000,000 at 4 per cent was oversubscribed at par. But in April following, when another loan of the same amount under similar conditions was offered, but \$2,000,000 was taken by local investors, and Government securities for the first time were quoted below par. The National Bank, with a patriotism which is characteristic of Japan, accepted the balance of the bonds, and was authorized to issue currency upon them.

There can never be so serious a panic in Japan as occurred in the United States in 1873, or in the Argentine Republic twenty years later, when the phenomenal advancement of that country collapsed with the

Baring failure. The peculiar conditions will not permit it; but it may be expected that the remarkable development of the last five years will soon hesitate because of a lack of capital unless the laws that now prohibit investment of foreign capital are relaxed.

The great danger in Japan comes from the same causes, however, from which the financial panics in both the United States and the Argentine Republic originated—excessive speculation, the inflation of the paper currency, and the withdrawal of specie from circulation. Indeed, so excessive has been the spirit of enterprise that new companies have been incorporated and existing companies have had their capital increased by the sum of \$591,816,790 during the last fifteen months, and supposing that these companies should call in only one-third of their subscriptions Japan would be greatly crippled for money to transact its business. Another reason for apprehension is that the Japanese people are still amateurs in all lines of commerce and industry, and possess a confidence in their own ability which is not justified by experience.

THE TARIFF OF JAPAN.

Under a system of treaties which were exacted from Japan by the civilized nations when its ports were forcibly opened to commerce, duties upon all forms of imported merchandise are limited to 5 per cent ad valorem, and have prevailed for more than a quarter of a century, although Japan has continually complained of the injustice. The Government has for years contended for the right to regulate her own revenues, fix her own tariff, and manage her own custom-houses and ports; and the United States has repeatedly expressed its willingness to concede those rights, but Great Britain has stubbornly declined until last year, when new treaties were negotiated with our Government and with France, Great Britain, Germany, Russia, and other countries, in which important concessions were made.

These treaties are nearly uniform, and recognize Japan as a fully civilized nation. On and after the 17th day of July, 1899, Japan may regulate her own tariff and exercise jurisdiction over all persons residing within her territory. She agrees that all her ports and cities and towns shall be open to foreign commerce, and that foreigners may come and go and enjoy the same treatment as citizens of Japan so long as they obey the laws and regulations of the country.

It will be difficult, however, for the United States to negotiate a reciprocity treaty with Japan, for the reason that the favored-nation clause appears with unusual breadth in all the treaties. In terms Japan agrees to impose no other or higher duties upon the same articles imported from any of the most-favored nations.

THE THREATENED INVASION.

A great deal has been printed in the public press about the danger of an invasion of the markets of the United States by the Japanese which threatens disaster to our domestic industries, and matches, buttons, and bicycles have been mentioned as some of the articles in which their competition will be ruinous. The manufacture of matches in Japan is very extensive and is increasing rapidly. They are mostly of the Swedish kind, which will ignite only upon their own boxes, and are sold for almost incredible prices—a dozen boxes for 1 cent. But they are made of very soft wood, and the chemical preparations are so imper-

fect that both materials and methods will have to be improved before there will be any market for Japanese matches in the United States. I have seen a man destroy an entire box of matches without lighting one, and so uncertain and imperfect are they that any importer who brings them into the United States would destroy his reputation.

It is also true that bicycles are sold in Japan for \$25 in silver, which is equivalent to about \$13 in gold, but the same kind of a bicycle might be made and sold for that price in this country. It is a cheap affair, with a light frame and poorly made, which will answer very well for use in that country, where the roads are smooth and the people are of small stature, but it would be found very poor economy for any person to import them into the United States, even at the price named. One invoice might be disposed of as novelties, but there would be no future demand.

Up to the close of 1895 there was only one bicycle factory in Japan. That was located at Yokohama, employed only three or four men, and turned out five or six bicycles a week. They were all made of imported material upon stolen patents. The only advantage the manufacturer of these machines has over the bicycle manufacturers of this country is cheap labor and his ability to carry on business at a profit that would not be accepted by any manufacturer in the United States. He pays his workmen 20 cents a day, and if he can get a profit of \$1 a day out of his whole establishment he is perfectly satisfied.

THE NATURAL MARKETS OF JAPAN.

There will be no invasion of the United States by the products of cheap Japanese labor during the present generation. There is no question that Japan is destined to be one of the great workshops of the world, but her manufactured products are not suitable for the refined taste of the American people, and aside from her silks and the result of her art industries she can offer them very little that they want. She will, however, sooner or later deprive our cotton mills of the markets they have been enjoying in Asia. Great Britain, Germany, and the other continental countries of Europe will suffer more severely than we. China, Korea, India, Australia, and the East Indies will absorb all the merchandise that Japan can manufacture for the next quarter of a century and furnish her natural market. We will continue to take her raw and manufactured silk goods and her tea, and if our manufacturers will enter into the trade with zeal and enterprise they may be able to furnish a vast amount of the raw materials which she will need.

It would be a great advantage to the farmers and the millers of the United States if the wheat-flour habit could be introduced into China, Japan, and other countries of the East. While flour is our largest item of export at present, with the exception of kerosene oil, it is used only by foreigners. The natives stick to rice. The exports of flour to China, including the British colony of Hongkong, average about 600,000 barrels a year, valued at \$2,000,000. The exports to Japan are about 75,000 barrels, valued at \$200,000.

NUMBER OF FOREIGNERS IN CHINA.

According to the latest reports of the customs service of China, which is under the control of foreigners, and is usually accurate, there are 10,091

foreign residents within the Empire, and 603 foreign firms doing business there. The following is the division according to nationality:

	Firms.	Residents.		Firms.	Residents.
British.....	361	4,081	Portuguese.....	9	805
United States.....	31	1,325	Japanese.....	34	669
French.....	31	875	Miscellaneous.....	45	1,521
German.....	92	812			

The cosmopolitan character of the foreign settlements in China was illustrated last winter at the city of Tien-Tsin, when an amateur theatrical performance was given at the club. In the caste on that occasion were 2 Americans, 1 Austrian, 1 Dane, 1 Dutchman, 3 Englishmen, 1 Italian, 1 Spaniard, 2 Germans, 2 Scotchmen, 2 Russians, 1 Welshman, and a gentleman who was born in Brazil of French parents.

But, as I have said, only the foreign population consume flour. The total population of China and Japan and Korea will exceed 450,000,000, who do not eat it.

THE FOREIGN TRADE OF CHINA

is increasing very rapidly, although not so rapidly as that of Japan. It is now more than double what it was ten years ago. In 1885 the total foreign trade of China reached \$143,765,395. In 1895 it reached \$314,989,926. Of the total last year Great Britain, as formerly, had the lion's share, something more than \$215,000,000. Japan came next with \$32,000,000, and the United States had nearly \$25,000,000. This does not, however, include our trade with the British colony of Hong-kong, which amounted to nearly \$5,000,000 more.

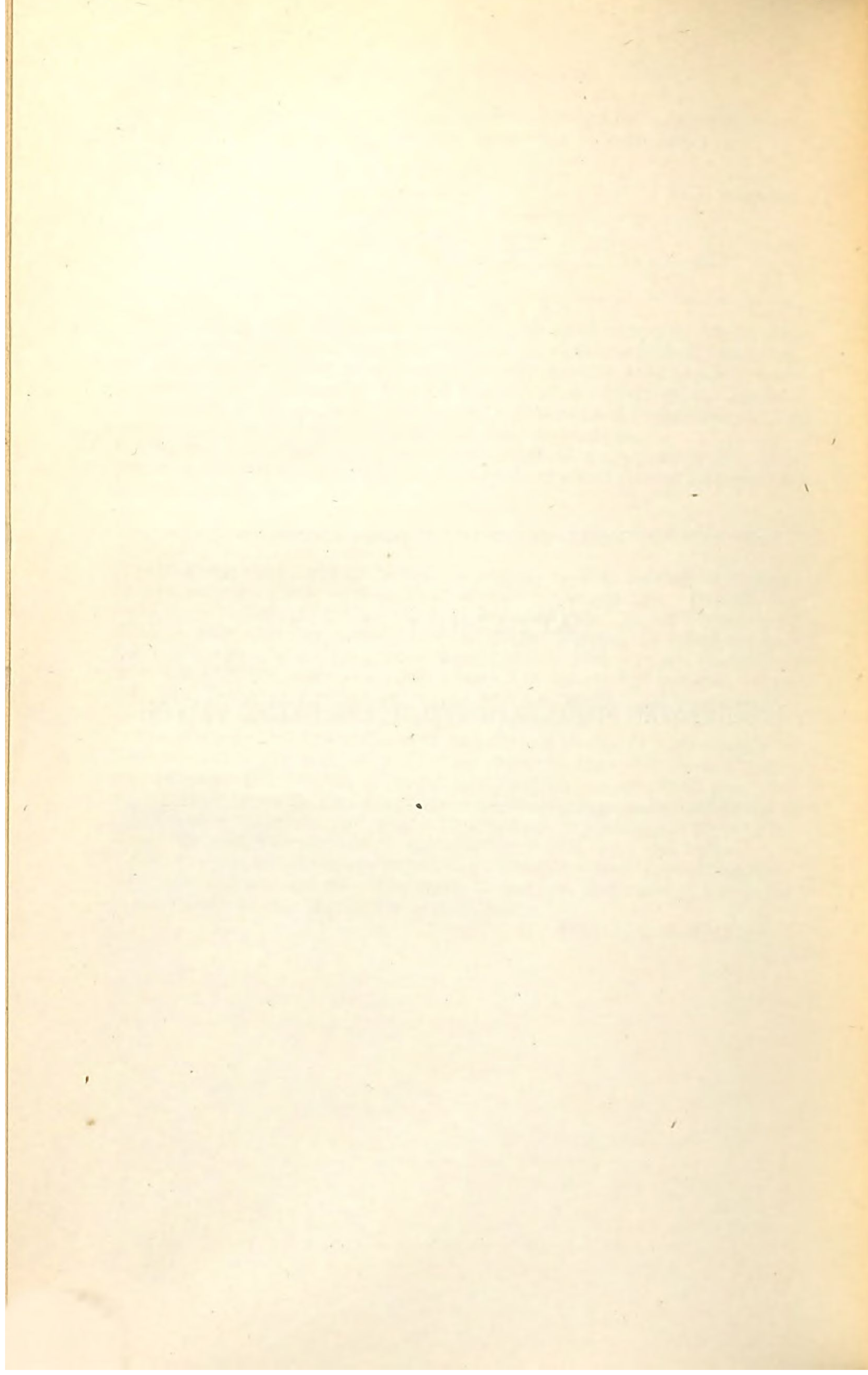
The character of the trade with the United States is very similar to that we carry on with Japan. Our imports from China last year amounted to \$20,505,829, of which \$16,958,428 was admitted free, and consisted of raw silk and tea, with a little matting, materials for hats and bonnets, camphor, and wool. Duties were imposed upon \$3,587,401, which was chiefly opium, rice, manufactured silk, furs, and sugar.

Our exports to China amounted to \$3,603,840, which were chiefly cotton cloth and mineral oil. The trade is regular, and has not increased or decreased to any degree for several years.

WILLIAM E. CURTIS.

APPENDIX D.

ADULTERATED FOODS EXPORTED TO THE UNITED STATES.



ADULTERATED FOODS EXPORTED TO THE UNITED STATES.

U. S. DEPARTMENT OF AGRICULTURE,
OFFICE OF THE ASSISTANT SECRETARY,
Washington, D. C., March 24, 1896.

DEAR SIR: Referring to my promise to forward to you any information the Department may have with regard to the adulteration of food products brought into this country from foreign countries, I have the honor to send you herewith a copy of a communication from our Division of Chemistry on the subject, which has attached a series of references to foreign publications containing notices of food adulterations, preservatives, etc. There is plenty of evidence in foreign literature that foods imported into this country are liable to adulterations, especially wines, spirits, etc., and canned vegetables and meats.

I have the honor to be, very respectfully,

CHAS. W. DABNEY, Jr.,
Assistant Secretary.

Hon. A. J. HOPKINS,
House of Representatives, Washington, D. C.

U. S. DEPARTMENT OF AGRICULTURE,
DIVISION OF CHEMISTRY,
Washington, February 11, 1896.

SIR: I have taken some time to reply to your letter of the 31st ultimo, in order to collect some reliable data.

I am not informed in respect of methods used by the Treasury Department to prevent the importation of adulterated foreign goods into this country. I believe a perfunctory inspection of imported foods and drinks is made at some of the ports of entry, e. g., New York. There is a chemical laboratory connected with the collector's office in New York, which formerly was devoted almost exclusively to the analysis of imported sugars. I believe that teas are also systematically examined, but I do not know whether from a chemical standpoint or not. In so far as I know, there are no analyses made to determine the purity of sausages and other meats imported from Germany, nor of the beers and wines from that country.

The prevalence of the adulteration of foods and drinks in Germany is attested by the evidence of their own efforts to suppress it—efforts which must receive the commendation of all lovers of pure foods. It is only when German diligence makes an unjust discrimination against

our own products, that we have a just right to protest. To an unprejudiced observer, it often seems that some petty fault, or the presence of an almost infinitesimal portion of deleterious matter, is made the basis of a proscription which has its real origin in the clamor which is made against American competition in the sale of food products. The exclusion of American pork by reason of its supposed infection with trichinæ, and of American evaporated apples by reason of their supposed content of zinc, are instances of the restrictions mentioned. It will not be denied that American pork may contain trichinæ, but no oftener than pork produced in other countries. Evaporated apples manufactured in this country may also contain zinc, but a most thorough investigation shows that it is present in quantities so minute as not to endanger health even in the most exaggerated cases.

I submit herewith some citations transcribed from recognized German authorities, showing the prevalence of objectionable adulterations of their own products to an extent fully as great as that on which they justify the exclusion of our products. In respect of meats alone, I submit fifty instances of the analysis of preparations sold within a short time for coloring and preserving. Of these compounds, 27 were found to contain boric acid.

I further submit a list of essences used in artificially flavoring distilled spirits; in other words, for making artificial whisky and brandy. These preparations, it is true, may be used in compliance with the German law by plainly stating on the packages the nature of the compound. But what assurance have we that these artificial liqueurs, whiskies, and brandies are not exported to this country?

In Strasburg, in the course of one year, of 710 wines examined, 132 were condemned as adulterated. Yet this is the center of the Rhine wine market, and the percentage of adulterated wines shipped to this country may be far greater than that mentioned. In the following year 20 per cent of the samples of beer analyzed were found to be adulterated, and 127 out of 916 samples of wine. It is further stated that the absence of any official control of the wine cellars of the Palatinate, permits the adulteration of wine to an almost unlimited extent.

In view of these facts, the President of the United States, under the law now in force, would be as fully justified in forbidding the importation of German wine, beer, sausages, and cured meats as the German authorities are now in restricting the trade in our pork and evaporated apples. Only a careful chemical analysis of the suspected articles could disclose with convincing certainty the extent of adulteration of imported foods and drinks.

I am, respectfully,

H. W. WILEY,
Chief of Division.

Hon. CHAS. W. DABNEY,
Assistant Secretary of Agriculture.

Substances used for coloring and preserving meats in Germany.

The use of artificial coloring matters and preservatives is quite common in Germany in the manufacture of sausages and in other forms of preserved meats. It is only fair to presume that these bodies are common in the sausages exported from Germany to this country. Fifty instances of detection of artificial colors and preservatives in German meats, as attested by the certificates of German analysts, have been collected in the chemical division of the Department of Agriculture. A description of these colors and preservatives in strictly chemical language would be of little interest to the general reader. We will therefore be content with a few state-

ments concerning some of them, holding ourselves ready at any time to give the detailed scientific citations.

1. A meat color and preservative purchased in Hamburg contained a mixture of carmine and boric acid, the carmine serving to give the red color to the flesh and the boric acid acting as a preservative.

2. Crystals for preserving meat. This is a substance manufactured in Berlin and retailing for a little over 10 cents a pound. It is a mixture consisting of 90 per cent of crystallized sulfite of soda and 10 per cent of sulfate of soda (Glauber salts). This mixture has no coloring properties, but the sulfite of soda is a strong antiseptic.

3. Sample No. 3 is a meat preservative in a fluid state, which is retailed at 50 cents a quart. It is a mixture of glycerin and solutions of boric acid and sulfite of soda. As in the case last mentioned, this substance has no coloring properties, but is used solely as a preservative.

4. This sample consists of a solid meat preservative which retails for 25 cents a pound. It consists of a mixture of 75 per cent sulfate of soda (Glauber salts) and 25 per cent of the bisulfite of soda.

5. This sample is also a solid body, selling for 40 cents a pound. It is directed that 2 ounces be used for each 10 pounds of meat. It is composed of 43 per cent of saltpeter, 15 per cent each of carbonate of potash and chlorid of potash, and 27 per cent of sugar. Saltpeter is not only a good preservative, but it intensifies and keeps the red color of meat. The other ingredients noted act simply as preservatives.

6. This is a substance sold in pound packages and composed of 30 per cent of common salt and 70 per cent of boric acid. Of course, there is no objection to the use of common salt, as that is a preserving agent which is universally employed. It is the boric acid in this mixture which is objectionable.

7. This material is a liquid, which consists of a solution of the acid sulfite of lime saturated with sulfurous acid (fumes of burning sulfur).

8. This sample is a solid body, which contains 50 per cent of salt, 12 per cent of saltpeter, 12 per cent of borax and borate of magnesia, and 26 per cent of boric acid.

9. This is a solid body, which consists exclusively of borax (biborate of soda).

10. This is a solid mixture, consisting of common salt, saltpeter, sulfate of soda, and gypsum, with cochineal as the coloring matter.

11. This sample is manufactured by Theodore Heydrich & Co., of Wittenburg. It is called "the real American meat preservative," and consists of an aqueous solution of commercial sulfite of soda.

The above are typical samples of the 50 which have been collected. They show that aniline and animal coloring matters, viz, carmine and cochineal, respectively, are commonly used for coloring preserved meats. Among the objectionable preserving reagents which are employed are found sulfurous acid, the sulfites of soda and lime, boric acid and the borates, saltpeter, and glycerin. Among the preservatives found which are not objectionable may be mentioned sugar and common salt.

If food products are to be excluded from Germany on the ground that they may contain deleterious substances, it follows with equal reason that the highly colored preserved sausages and other meats imported into this country from Germany, and which are quite uniformly colored and preserved with the reagents mentioned above, could be properly excluded under authority of our laws now in force.

Essences employed in Germany for the manufacture of artificial liqueurs, spirits, and other beverages.

The use of artificial essences to give particular flavors to mixtures of alcohol and sugar in the manufacture of artificial liqueurs, spirits, and other beverages is quite common in Germany. We have collected a large number of citations giving the analyses of these essences and an account of their detection in beverages of an artificial nature. It would be unnecessary to enter here into a discussion of the processes by which these flavoring matters are produced. It will be sufficient to state that the flavor and aroma which are produced in the natural ageing of spirituous liquors are due chiefly to the production of aromatic ethers and essential oils by the oxidation of alcohols contained in the natural product. In order to hasten this process, or rather to supersede it, the flavoring matters which are produced in the natural ageing are manufactured synthetically by the chemist, and by the use of these flavoring matters with pure alcohol, water, sugar, and sugar colors almost any natural beverage produced by natural ageing can be imitated. We have citations of the analysis and detection of 22 of these artificial flavoring matters in beverages manufactured in Germany. In accordance with the German laws, such preparations can be made there, provided the nature of the article is plainly marked on the package, but there is no method of preventing the exportation of such artificial beverages under the name and character of the true articles. The sale of such artificial beverages is clearly traffic in adulterated goods. The same objection may obtain against the importation of beers, although it can not be said that they are in any

sense an artificial product. The difficulty, however, of transporting beers long distances without their undergoing secondary fermentation has led to the practice of adding to the beer or ale some antiseptic substance, such as salicylic acid, which will preserve them against the accident mentioned. It is clearly evident, since the addition of these antiseptic agents is injurious to health when beverages are consumed, that a beer or ale so treated is adulterated.

In the case of wines, far more serious discoveries have been made. In a large number of examinations, which have been made by German chemists, of commercial wines it has been found that a large percentage of them are adulterated. In many instances it has been found that the wines were purely artificial. In one instance, where 23 wines were condemned as adulterated, 6 of them were found to be purely artificial, having been made of alcohol, red coloring matter, sugar, and extractive material. Of wines which have been made by the fermentation of grape juice many are found fortified by the addition of alcohol from other sources, and others are shown to have been largely adulterated with gypsum. The occurrence of salicylic acid and sulfurous acid as preserving agents is very often detected.

It is evident from the evidence which has been collected, and of which a résumé has been given in the preceding paragraphs, that much of the wine and beer and other beverages imported into this country from Germany is adulterated. No argument is needed to show that shippers will be inclined to send adulterated articles of this kind out of a country where inspection in respect to adulteration is rigid into a country where they are received without any inspection whatever.

The evidence submitted is sufficient to warrant a thorough investigation of the character of the beverages which are imported into this country from Germany and other European nations.

The subject, however, is of such a purely chemical nature as to render it difficult to go into any further details without the use of technical language, which would be of little avail for popular purposes.

Meat colors, preservatives, etc.

Rosalind Fleisch-Culeur; made by C. H. Rosa, Hamburg-Uhlenhorst. Flask of 850 c. c. fluid; 3 marks. Contained 25 grams carmine lake and 20 grams crystallized boric acid. (Polenske, Arb. kais. Gesundheitsamt, 1892, 8, 253.)

Meat Preserve-Krystall; made by E. Dresel, Berlin. Powder retailing at 1 mark per kilo. Consists of 90 per cent crystallized sodium sulfite and 10 per cent sodium sulfate. (Polenske, Arb. kais. Gesundheitsamt, 1892, 8, 252.)

Lakolin (meat preservative); same maker. Fluid, 2.5 marks per kilo. Solution of glycerin, boric acid, and sodium sulfite. (Ibid.)

Antisepticum; made by C. H. Rose, Hamburg-Uhlenhorst. Consists of fine powdered boric acid. (Ibid.)

Phlordaritt, neuestes Fleisch-Preserve-Pulver; made by Magdeburger. Conserve-salzfabrik (Adolph Dubecke). Solid mass of 75 per cent sodium sulfate, 25 per cent sodium bisulfite; in 400-gram jars (1 mark). Ten grams of substance to be used for 5 kilos meat. (Ibid.)

Carnat; made by L. Ziffer, Berlin. Comes in tin cans containing 590 grams, and costing 3 marks; a teaspoonful to be used for 5 kilos meat. White soluble powder, composed of sodium sulfite, sulfate, and chlorid, with 5 per cent sugar. (Polenske, Arb. kais. Gesundheitsamt, 1892, 8, 252.)

Monopol; made by L. Ziffer, Berlin. Tin cans containing 550 grams coarse powder; price, 2 marks; 30 grams to be used on 5 kilos meat. Composed of 43 per cent saltpeter, 15 per cent potassium carbonate, 17 per cent potassium chlorid, and 20 per cent sugar. (Ibid.)

Erhaltungspulver; made by L. Ziffer, Berlin. Tin cans containing 390 grams white powder, consisting of 30 per cent salt and 70 per cent crystallized boric acid. (Ibid.)

Best Australian-New Zealand Meat Preserve; made by L. Ziffer, Berlin. Bottles containing 900 grams moist yellow-white powder, consisting of one-third salt and the residue a mixture of sodium sulfate and bisulfate; price, 1.4 marks. (Ibid.)

Preservaline. Schutz gegen Springmaden (maggots). L. Ziffer, Berlin. Fluid, containing salt and sodium sulfite. Hams and bacon are to be brushed with the liquid. Benzoic acid was also likely present. (Polenske, Arb. kais. Gesundheitsamt, 1892, 8, 252.)

Poisonous preserved meat. Toxic symptoms appeared after consumption of chopped meat which had been treated with "meat preserve" (calcium acid sulfite). This, however, was most likely due to ptomaines. (Mobius, Ztschr. Fleisch- u. Milchhygiene, 1892, 3, 63.)

Australian Salt; made by H. Reich, Magdeburg. Composed of 30 per cent salt, 25 per cent saltpeter, and 25 per cent sugar. (Venztko and Schorer, D. Fleisch-Ztg., 1893, 21, Nos. 20, 21, and 24.)

Meat preserve. Solution of calcium acid sulfite, containing 68 grams sulfurous acid per liter. (Ibid.)

Best Australian and New Zealand Meat Preserve; made by L. Ziffer, Berlin. 23 per cent sodium sulfite, 37 sodium sulfate, 40 salt. (Ibid.)

Excelsior. Fleisch-Erhaltungs-Krystall. Isaak Goldberg, Kassel. Contains 85 per cent of crystallized sodium sulfite and 15 per cent of sodium sulfate. (Venzke and Schorer. D. Fleisch-Ztg., 1893, 21, Nos. 20, 21, and 24.)

Carnat; made by L. Ziffer, Berlin. Contains 43 per cent of salt, 25 of dried sodium sulfite, 27 of sodium sulfate, and 5 of sugar. (Ibid.)

Fleisch-Conserve-Fluidum. Dr. E. Kuhlmann, Berlin. Solution of calcium bisulfite. (Ibid.)

Preservaline. Schutz gegen Springmaden (maggots). L. Ziffer, Berlin. Solution of salt, sodium bisulphite, and sodium sulphate. (Ibid.)

Australian Salt 11; made by H. Reich, Magdeburg. Equal parts crystallized boric acid and salt. (Ibid.)

1. Starkwirkendes Conservesalz; made by Dr. E. Kuhlmann, Berlin. Equal parts boric acid and salt. (Ibid.)

Barmenit; made by A. Wassmuth, Barmen. Equal parts of boric acid and salt. (Ibid.)

The Real Australian Meat Preserve; made by Louis Kahn, Hamburg. Aqueous solution of acid calcium sulfite. (Venzke and Schorer, D. Fleisch-Ztg., 1893, 21, Nos. 20, 21, and 24.)

Einfaches Conservesalz (röthendes Pokelsalz). Th. Heydrich & Co. Salt, 62 per cent; baking soda, 4; Chile saltpeter, 34. (Wittenberg, Ibid.)

Erhaltungssalz. Dr. H. Oppermann, Bernburg. Salt, 50 per cent; saltpeter, 12 per cent; borax, 11.5 per cent; magnesium borate, 0.5 per cent; boric acid, 26 per cent. (D. Fleisch-Ztg., 1893, 21, No. 38.)

Erhaltungspulver. Dr. H. Oppermann, Bernburg. Salt, 30 per cent; borax, 32.6 per cent; magnesium borate, 0.4 per cent; boric acid, 37 per cent. (Ibid.)

Zweifaches Erhaltungspulver. Dr. H. Oppermann, Bernburg. Salt, 15 per cent; borax, 38.8 per cent; magnesium borate, 1.2 per cent; boric acid, 45 per cent. (Ibid.)

Patentirtes Conservesalz. Hugo Jannasch, Bernburg. Melt a pulverulent mixture of boric acid, potassium chlorid, and Chile saltpeter, a further quantity of potassium chlorid added to the molten mass, the mixture decomposed with 1.10 per cent sulfuric acid, stirred, and the mass quickly cooled. (Vjrsschrft. Chem. Nahr., 1894, 9, 282.)

Dreifaches Conservesalz; made by Th. Heydrich & Co., Wittenburg. Consists of equal parts boric acid and salt. (Venzke and Schorer, D. Fleisch-Ztg., 1893, 21, Nos. 20, 21, and 24.)

Conservesalz; made in Mannheim. Salt, 56 per cent; boric acid, 44 per cent. (Ibid.)

Boroglycin; made by Ch. Rothkramer & Sohn, Erfurt. Composed of 95 per cent crystallized boric acid and 5 per cent sugar. (Ibid.)

Conservesalz; made by Ch. Rothkramer & Sohn, Erfurt. Same as the Boroglycin. (Ibid.)

Erhaltungspulver; made by L. Ziffer, Berlin. Thirty per cent salt, 1.5 per cent sodium sulfate, and 68.5 of boric acid. (Ibid.)

Sanitat Lake-Erhaltungssflüssigkeit; made by M. Starke, Berlin. Mehl; made by H. Reich, Magdeburg. These two are to be used together. Both consist of a mixture of boric acid, gypsum, salt, etc. (Ibid.)

Dreifaches Conservesalz; made by Robert Kuhlrott, Leinefelde. Composed of 93.5 per cent crystallized boric acid, 5 per cent saltpeter, and 1.5 sodium sulfate and salt. (Venzke and Schorer, D. Fleisch-Ztg., 1893, 21, Nos. 20, 21, and 24.)

Einfaches Conservesalz; made by Robert Kuhlrott, Leinefelde. Equal parts of boric acid and saltpeter. (Ibid.)

Conservesalz; made by L. Ziffer, Berlin. One-third salt, one-third saltpeter, one-third boric acid (crystallized). (Ibid.)

Patentirtes Conservesalz; made by Hugo Jannasch. Three-fifths borax, two-fifths salt. (Ibid.)

Pokel-Conservesalz; Dr. E. Kuhlmann, Berlin. Salt, 66 per cent; 17 per cent borax, 17 per cent saltpeter. (Ibid.)

Dreifaches Conservesalz; made by Conservesalz-Fabrik, Stuttgart. Borax, 82 per cent; sodium nitrate, 18 per cent. (Ibid.)

Conservesalz; Oskar Guhardt, Leipzig. Borax, 15 per cent; 82 per cent salt, 0.3 per cent salicylic acid, 2.7 per cent sodium sulfate and gypsum. (Venzke and Schorer, D. Fleisch-Ztg., 1893, 21, Nos. 21, 20, and 24.)

Australian salt I. H. Reich, Magdeburg. One-half salt, one-quarter borax, one-quarter saltpeter. (Ibid.)

Einfaches Conservesalz; made by Conservesalz-Fabrik, Stuttgart. Salt, 51 per cent; Chile saltpeter, 42 per cent, and borax, 7 per cent. (Ibid.)

Dreifaches Conservesalz; made by L. A. Neiss, Frankfurt on the Main. Pure borax. (Ibid.)

Frankfurter Conservesalz "Gloria," L. A. Neiss, Frankfurt. Salt, 88 per cent; saltpeter, 12 per cent; sodium sulfate, gypsum, and cochineal, 2 per cent.

The Real American Meat Preserve; made by Th. Heydrich & Co., Wittenburg. Aqueous solution of impure sodium sulfite. (Ibid.)

Conserveessenz. From Stuttgart. Aqueous solution of acid calcium sulfite. (Ibid.)

Real Australian Meat Preserve. Two per cent salt; 19 per cent dried sodium sulfite; 79 per cent dried sodium sulfate. (Venzke and Schorer, D. Fleisch-Ztg., 1893, 21, Nos. 20, 21, and 24.)

Sozolith, beste concentrirte Fleisch-Preserve. Eighty per cent dried sodium sulfate; 20 dried sodium sulfite. (Ibid.)

Conservierungsmittel; made by J. Henniger's Nachfolger, Mannheim. Raw sugar. (Ibid.)

Best Australian and New Zealand Meat Preserve. L. Ziffer, Berlin. Solution of calcium acid sulfite. (Ibid.)

Doppelt conc. Sulfit-Natron (Natrium-Bisulfit). L. Ziffer, Berlin. Solution of 254 grams crystallized sodium bisulfite and 71 grams crystallized sodium sulfate to a liter. (Ibid.)

Meat Preserve Krystall. Dressel, Berlin. Composed of 53 per cent sodium sulfite, 6 of salt, and 41 of sodium sulfate. (Ibid.)

Essences for the manufacture of liquors.

Dr. Ed. Polenske publishes the results of his examination and analysis of—

1. Ludwig Erkmann's rheinsche Cognac-Essenz, Alzen, bei Mainz a. Rh.
2. Koelling und Schmitt's Cognacessenz, fine Champagne mit Bouquet, Zerbst.
3. Louis Maul's Cognacgrundstoff, Berlin.
4. Stephen's Branntweinschärfe, Schwerin.
5. Eduard Buettner's Branntweinbasis, Leipzig.
6. Louis Maul's Kornbranntwein-Essenz, Berlin.
7. Louis Maul's Korngrundstoff, Berlin.
8. Delvendahl and Kuentzel's Nordhäuser Korn-Wurze, Berlin.

In the succeeding article is also described Delvendahl and Kuentzel's coloring matter for red wine, Berlin.

Of course these preparations can be used in compliance with the food laws if the articles made from them are properly designated. They are evidently intended for the preparation of artificial liquors, but if sold as such not for adulterated liquors.

(Arbeiten aus dem kaiserlichen Gesundheitsamt, 1890, Band 6, Heft 2.)

The following list of essences is a continuation of that given above:

9. Delvendahl and Kuentzel's Cognac-Essenz, Berlin.
10. Delvendahl and Kuentzel's Cognac-Façon, Berlin.
11. Delvendahl and Kuentzel's Rum-Façon, Berlin.
12. Delvendahl and Kuentzel's Arrak-Façon, Berlin.
13. Delvendahl and Kuentzel's Blausäurefrei-Bittermandeloel, Berlin.
14. Delvendahl and Kuentzel's Englisch Pfefferminzoel, Berlin.

(Arbeiten aus dem kaiserlichen Gesundheitsamt, 1890, Band 6, Heft 3, pp. 518-521.)

In a later publication the same author describes two more articles of the same nature:

1. A. Kurz's Nordhäuser-Kornbasis, Wernigerode.
2. A. F. Koelling's Hoechst concentrirte Cognac-Essenz, Zerbst.

(Arbeiten aus dem kaiserlichen Gesundheitsamt, 1893, Band 9, Heft 1, pp. 136-138.)

Dr. G. Lange, in Jahresbericht des staedtischen Untersuchungsamtes in Hanover, calls attention to a number of adulterated liquors.

Beer und "Bierersatzmittel:" One sample of beer was turbid; another insufficiently fermented, and a sample of "Bierersatzmittel" was found to contain caramel.

Spirits: A sample of cognac was found to be artificial.

Wine: Twenty-three wines were condemned. Of these, 6 medicinal wines were artificial; 10 were gallized and did not come within the requirements of the law; 1 red wine (intended for diabetes) contained sugar, and 3 French wines were plastered.

(Rev. intern. fals., 1894, 8, 2; Vtjhr. Chem. Nahr., 1894, 9, 477.)

Prof. Dr. Kaemmerer, in Bericht ueber die Thaetigkeit der staedtischen Untersuchungsanstalt fuer Nahrungs- und Genussmittel in Nuernberg waehrend des Jahres 1893, reported that out of 24 samples of white wine 5 were excessively gallized and 7 heavily sulfured, and that out of 10 samples of sweet wine 2 were artificial. (Vtjhr. Chem. Nahr., 1894, 9, 484.)

Dr. Carl Amthor, in Bericht ueber die Thaetigkeit des chemischen Laboratoriums der kaiserlichen Polizeidirection zu Strassburg in der Zeit vom 1. Jan., 1892, bis 1. Jan. 1893, reports that of 710 samples of wine examined 132 were condemned. Of

these the majority were gallized, 2 contained too much sodium chlorid, 7 commercial glucose, 3 an excessive amount of acetic acid, and a number were fortified. (Vtjhr. Chem. Nahr., 1894, 9, 344.)

For the next year the same author reports from the same source: 6 samples of beer were examined and 4 condemned; 14 samples of brandy and liquor were examined and 5 condemned; 983 samples of wine were examined and 222 condemned. Among these were samples of many different methods of adulteration. (Ibid, 1894, 9, 311.)

The next year, 1894, 3 samples of beer were adulterated of 15 examined; and of 916 samples of wine, 127 were adulterated, and 5 were confiscated and the dealers fined 765 marks and sentenced to two months' imprisonment. The articles state that the absence of a cellar control in the Palatinate permits the adulteration of wine there to an almost unlimited extent. (Ztschr. Nahr.-Hyg., 1895, 9, 240.)

Prof. Dr. Th. Dietrich, in Marburg, found one sweet wine to which sugar had been added, and three cognacs containing too large an amount of extract. (Vtjhr. Chem. Nahr., 1894, 9, 203.)

Reports from 14 laboratories in Germany show that of the samples examined in 1891, 20 per cent of the beer, 4.8 per cent of the brandies and liquors, and 20 per cent of the wine were adulterated; while in 1892 the adulterated samples included 9.7 per cent of the beer, 8.8 per cent of the brandies and liquors, and 30.6 per cent of the wine. (XII Vers.-Ber. fr. Vereinig. baur. Vertr. angew. Chem., 1893, S. 63. 65 Vtjhr. Chem. Nahr., 1894, 9, 168.)

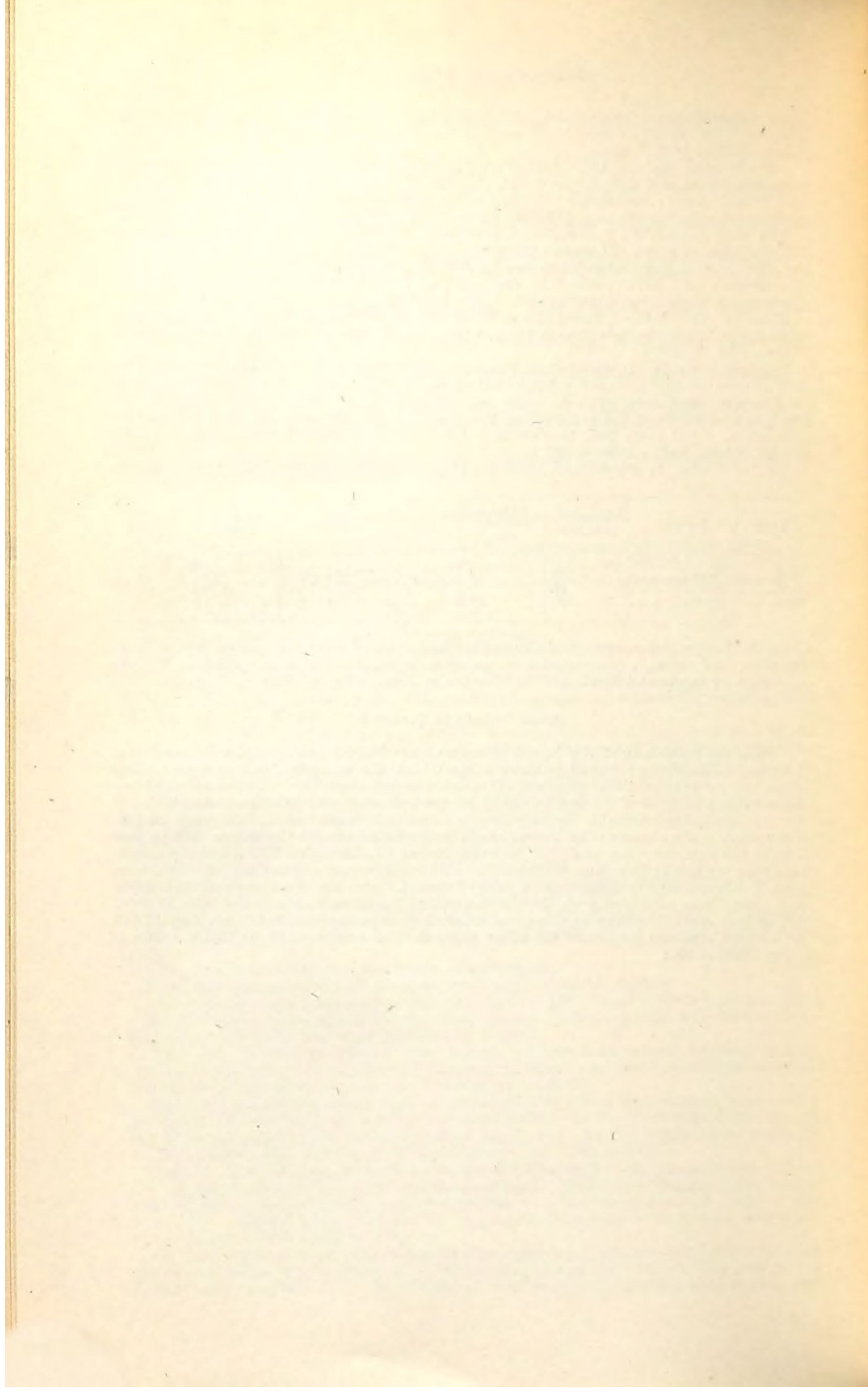
Dr. H. Weller, in Darmstadt, reports adulterations as follows (Ibid., 1894, 9, 312.):

Year.	Sample.	Number examined.	Number adulterated.	Year.	Sample.	Number examined.	Number adulterated.
1890.....	Wine.....	185	6	1892.....	Spirits.....	30	3
1891.....	Beer.....	12	3	1892.....	Wine.....	226	34
1891.....	Wine.....	190	24				

In the Berlin Nahrungsmittel-Controlle 20 samples of wine were examined in June in 1895. Of these, 6 (ungarische Suessweine (medicinal) were adulterated by the addition of sugar and alcohol. (Ztschr. Nahr. Hyg., 1895, 9, 240.)

Butter "made in Germany."

When the president of the board of agriculture was speaking at the farmers' dinner, he incidentally referred to some steps which his department has been taking with regard to butter adulteration. It is not widely known that customs officers have been taking samples of foreign butter at the port of entry, and that these samples have been subjected to analysis. In July nearly 300 samples were tested. After a brief discontinuance the examination began again in September, with the result that in five weeks 146 samples were analyzed, 50 being found adulterated. The greater percentage was "made in Germany"—10 adulterated consignments out of 11. Holland also had 2 adulterated samples out of every 3 tested. During the month of November the fraud was still going on, 29 samples out of 145 tests being found adulterated. Of 13 lots from Germany 11 were not what they were represented to be, and 12 out of 16 from Holland contained fat other than that of butter. (From Vijfde Jaarverslag, 1895, p. 33.)



APPENDIX E.

RESTRICTIONS ON AMERICAN PRODUCTS BY FOREIGN
COUNTRIES.

RESTRICTIONS ON AMERICAN PRODUCTS BY FOREIGN COUNTRIES.

GERMANY.

IMPERIAL ORDER PROHIBITING THE IMPORTATION OF CATTLE AND FRESH BEEF FROM THE UNITED STATES.

No. 111.]

SATURDAY, *October 27, 1894.*

The imperial chancellor, on the strength of paragraph 4, page 2, of the imperial law of June 23, 1880, concerning protection against and suppression of cattle diseases, after the arrival here of two shipments of American cattle containing sick animals, and after the certification by the imperial health office that the sickness is "Texas fever," has ordered the prohibition of the importation from America of living beef cattle and fresh meat. On the strength of paragraph 7¹ of the said law it is therefore ordered that—

The importation of living beef cattle and fresh beef from America is forbidden. The importation will nevertheless be permitted of such shipments as have left America before and including the 28th instant. The cattle the importation of which, according to the above provision, is still to be permitted must, however, be slaughtered at once in the slaughterhouse at this place.

Offenses against this prohibition will, according to paragraph 66 of the imperial law concerning protection against and suppression of cattle diseases, be punished with a fine up to 150 marks, or arrest, in so far as no greater penalty is prescribed by law. In addition to this punishment the cattle or fresh meat imported in contravention of this prohibition will be confiscated, whether the cattle or meat belong to the offender or not.

Given at the session of the senate, Hamburg, October 26, 1894.

¹ Section 7 of the imperial law of June 23, 1880, is as follows:

"When a contagious disease prevails or breaks out abroad among domestic cattle to an extent involving danger to the cattle of this country—

"1. The importation of living or slaughtered animals from the country in which the disease prevails may be prohibited entirely or as to certain districts, or may be subjected to such restrictions as will exclude or diminish the danger of the importation (of the disease).

"2. Communication with animals within the Empire may be subjected to such regulations as are adapted to prevent the further spread of the disease, if it has been imported.

"The restrictions as to importation and communication must also be extended, so far as necessary, to the importation of raw animal products and of all such articles as might be the means of transmitting the infectious matter.

"The chancellor of the Empire must be immediately notified of the enactment, repeal, or modification of any restriction as to importation or communication.

"The restrictions enacted as to importation or communication must be published without delay."

[Translation.]

Cattle quarantine regulations taking effect October 1, 1895.¹

PROCLAMATION.

The Council of the Confederacy (Bundesrath), at its session of June 27, 1895, in view of section 6 and section 7, No. 1, of the laws of June 23, 1880, and May 1, 1894, for the prevention and suppression of cattle diseases, adopted the following regulations for the veterinary police treatment of ruminating animals and swine arriving from abroad by sea for importation.

Berlin, July 11, 1895.

THE IMPERIAL CHANCELLOR.
By VON BOETTICHER.

REGULATIONS FOR THE VETERINARY-POLICE TREATMENT OF RUMINATING ANIMALS AND SWINE ARRIVING FROM ABROAD BY SEA FOR IMPORTATION.

I. Ruminating animals and swine arriving from abroad by sea for importation are to be subjected, before they are allowed to be slaughtered at or outside of the seaport, or admitted to free communication, to a quarantine of four weeks in an establishment for that purpose, at the expense of the importers.

The annexed rules for the arrangement and management of the quarantine establishments are in force.

II. Those cattle, sheep, and swine which are admitted to free communication after having undergone the quarantine are to be subjected, at their point of destination, to a further observation for the space of five months, which observation, however, shall not restrict their owners in the disposal of the animals.

III. The imperial chancellor is authorized, in the case of ruminants and swine from those countries in which the diseases affecting these kinds of animals have not been long prevalent, to reduce the quarantine period to 10 days, either for all or for certain species of animals. When such an order is issued for cattle, sheep, or swine, they are released from the five months' observation prescribed by No. II.

IV. The central authorities of that confederated State in whose territory the importation first takes place (the border State) are authorized, upon agreement with the central authorities of that confederated State for which the shipment is intended, to permit the importation of breeding animals, trained animals, and animals intended for zoological gardens, parks, or similar establishments, without previous quarantine, provided such animals were not shipped with animals subject to quarantine.

The latter authorities are authorized to adopt measures of supervision at the point of destination, in accordance with the circumstances of the case, for animals admitted without quarantine.

¹ These regulations do not affect the prohibitory order of October, 1894, and are not therefore applicable to cattle from the United States.

V. These regulations apply only to the importation of ruminants and swine from countries toward which more stringent restrictions (prohibition of importation) have not been adopted.

VI. These regulations go into force October 1, 1895.

RULES FOR THE ARRANGEMENT AND MANAGEMENT OF SEA QUARANTINE ESTABLISHMENTS FOR FOREIGN CATTLE.

1. It is left to the discretion of the confederated States either to erect and manage the quarantine establishments themselves, or to intrust the erection or management to municipalities or private individuals.

2. The quarantine establishments are to be placed as near as possible to the landing places intended for foreign cattle, and which, so far as practicable, are to be used only for such cattle. If the establishments are not in the immediate neighborhood of the landing places, the cattle must be transported to them only by railroad.

Satisfactory arrangements must be made to prevent domestic cattle from visiting the landing places, their neighborhood, and the roads leading thence to the quarantine stations, as well as the neighborhood of the stations.

3. The quarantine stations must be inclosed, and must be furnished with their own wells or with water pipes.

The stables must be satisfactorily arranged for the reception and care of the cattle to be placed in them, and must permit the separate location of the different shipments; they must be built and furnished in such a way that they and their contents can be thoroughly disinfected.

4. The quarantine stations must, as a rule, unless they are provided with their own slaughterhouses, be connected with the slaughterhouse of the seaport by a line of rails adapted to railroad cars.

At stations which have not their own slaughterhouses, and which are not connected with the slaughterhouse (of the seaport) by rail, tightly closing wagons, from which dung, etc., can not fall out, must be provided for the transportation of the cattle to the slaughterhouse.

The slaughterhouse must be so arranged that the quarantine cattle can be kept separate until they are slaughtered.

5. The police permission to put a quarantine station in operation must not be granted until the requirements of the foregoing Nos. 2-4 have been complied with.

The permission to put in operation a station which is not provided with its own slaughterhouse, and which is not connected with the slaughterhouse (of the seaport) by a line of rails adapted to railroad cars, can only be granted exceptionally in the case of special circumstances worthy of consideration.

6. When, in landing cattle, means of transportation (boats, etc.) are employed which do not belong to the vessel bringing the cattle, they, as well as the landing bridge, the landing place, and the road leading to the quarantine station, must be cleaned after the landing, and where a case of disease is discovered, they must be disinfected.

Dung and refuse must not be landed from the vessels bringing cattle without special permission of the police, and must be destroyed or disinfected immediately after the landing, under the supervision of the police.

Dung and refuse can be removed from the quarantine stations only after they have been disinfected under the supervision of the police.

7. The cattle placed in a quarantine station must be examined daily by an official veterinary surgeon. Such veterinary surgeon must not accept any compensation from private individuals (cattle owners, agents, owners of stations) for this or any other official work of his.

The State, however, which pays the veterinary surgeons appointed to the veterinary service at the quarantine stations, or which compensates them for their labor, is authorized to require of the parties interested fees for the veterinary supervision, which fees are to be so much for each head of cattle.

8. When a contagious cattle disease is discovered among the cattle at a quarantine station the station must be immediately closed to further admission, and all the cattle must be slaughtered, under the supervision of the police, in the slaughterhouse of the station or in the slaughterhouse of the seaport, to which the animals must be transported in railroad cars or accompanied by the police in tightly closing wagons (No. 4, paragraph 2).

The station must be completely disinfected, under the supervision of an official veterinary surgeon, and must not be reopened until such disinfection has been completed.

9. Such rules must be issued with regard to persons employed in the quarantine stations and those frequenting them as are adapted to prevent the indirect transmission of infectious matter.

ADMISSION OF AMERICAN HOG PRODUCTS.

Mr. Jackson to Mr. Olney.

No. 326.]

EMBASSY OF THE UNITED STATES,
Berlin, August 3, 1895.

SIR: Respectfully referring to the embassy's dispatch No. 230, of March 21, 1895, I have the honor to inform you that in yesterday's issue (No. 154) of the official *Berliner Correspondenz* attention was called to the American regulations of February 7 last regarding the inspection of meat intended for export, copies of which had been transmitted to the foreign office by the embassy in March last. After showing what these regulations are, the article goes on to say that "hereafter, in consequence of them, in accordance with the imperial order of September 3, 1891,¹ and of the regulations of February 7, 1895, referred

¹ Imperial decree of September 3, 1891, is as follows:

We, William, by the grace of God German Emperor, King of Prussia, etc., decree, in the name of the Empire, the assent of the Bundesrath having been obtained, what follows:

SECTION 1. The decree respecting the prohibition of the importation of swine, swine's flesh, and sausages of American origin of March 6, 1883 (*Imperial Law Gazette*, page 31), ceases to be of force for living swine, as well as for such products as are provided with an official certificate stating the flesh has in the land of origin been examined pursuant to the rules in force there and has been found free from qualities injurious to health.

SEC. 2. The chancellor of the Empire is empowered to adopt appropriate measures for the control of the character of the swine flesh imported from America.

SEC. 3. This decree enters into force on the day of its publication.

In testimony whereof our own proper signature and the imperial seal are hereto affixed.

Done at Castle Schwarzman the 3d of September, 1891.

[L. s.]

WILLIAM.
VON CAPRIVI.

to, hog products and sausages of American origin will be allowed to be imported into the Empire only when the shipments are accompanied by the designated special certificates."

I have, etc.,

JOHN B. JACKSON.

FRANCE.

MINISTERIAL ORDER OF FEBRUARY 24, 1895, PROHIBITING THE IMPORTATION OF CATTLE FROM THE UNITED STATES.

[From the Journal Officiel de la République Française, February 25, 1895, p. 1074.]

The MINISTER OF AGRICULTURE:

Pursuant to the law of July 21, 1881, on the sanitary police regulations regarding animals and the decree of June 22, 1882, relating to the regulations for the public administration for the observance of the same;

In view that there are many contagious diseases which do not exist in France, but prevail among the cattle in the United States of America, cases having been found among animals imported from that country into Europe, it is only reasonable that measures be taken to prevent the introduction of these diseases into our territory, and having the opinion of the consultative committee on epizootics and on the report of the counsellor of state, director of agriculture—

Resolved:

ARTICLE 1. The importation into France and the transit of cattle coming from the United States of America over our land and sea frontiers is interdicted until otherwise ordered.

However, cattle sent from the United States before February 24, 1895, shall be admitted, providing they be landed under the conditions prescribed by law for the admission of foreign cattle.

ART. 2. Prefects of departments are charged, each as it concerns him, with the execution of this decision.

Done at Paris, February 24, 1895.

GADAUD.

BELGIUM.

MINISTERIAL ORDER OF DECEMBER 29, 1894, PROHIBITING THE IMPORTATION OF CATTLE FROM THE UNITED STATES.

[Translation.]

MINISTRY OF AGRICULTURE, INDUSTRY, LABOR, AND PUBLIC WORKS.

Bovine animals coming from the United States of America.—Importation prohibited.

The MINISTER OF AGRICULTURE, INDUSTRY, LABOR, AND PUBLIC WORKS:

Considering the law of the 30th of December, 1882, on the sanitary police of domestic animals, as well as the general administration regulation of the 20th of September, 1883, adopted in execution of this law;

Considering again the ministerial order of the 25th of August, 1894, subjecting to a quarantine of forty-five days animals of the bovine species shipped from the United States of America, contagious pleuropneumonia having been discovered among animals of this origin;

Considering that the same contagious affection was discovered on the 25th of December, 1894, in two animals shipped from the aforesaid country, and disembarked at Antwerp on the 17th day of the same month;

Considering the advice of the veterinary inspection service,

ORDERS:

ARTICLE FIRST. The importation and the transit of animals of the bovine species coming from the United States of America are interdicted until ulterior disposition.

The direct transit of these animals can be made by railway only and in sealed wagons, and without being unloaded en route.

ARTICLE SECOND. By exceptional measure animals of the origin indicated in the preceding article in course of shipment before the 2d day of January, 1895, may be disembarked at Antwerp, under the condition of being subjected in the port of that city to a quarantine of forty-five days at least, or may be directed toward a public slaughter-house, to be there butchered in the delay provided for by the regulation dispositions.

ARTICLE THIRD. The order above referred to of the 7th of December, 1894,¹ is repealed.

Brussels, December-29, 1894.

LEON DE BRUYN.

DENMARK.

DECREE REGARDING THE PROHIBITION OF THE IMPORTATION OF LIVE CATTLE AND FRESH MEATS OF THE SAME FROM AMERICA.

[Translation.]

With reference to the act of April 14, 1893, No. 14,² regarding contagious diseases among domestic animals, in order to prevent the importation of Texas fever, which is prevalent in America, it is hereby prohibited to import into this country from the continent named any live cattle or fresh meats of the same.

This decree does not apply to meats packed in hermetically sealed cans.

The decree of February 14, 1879, prohibiting the importation of live cattle from the United States of America is hereby abrogated.

These regulations to take effect at once.

Which is hereby proclaimed for the information and guidance of all concerned.

Department of the interior, November 19, 1894.

HORRING.

¹This date here given should evidently be August 25, 1894.

²Section 14 of the act of April 14, 1893, translated, is as follows:

"When there is reason to believe that infectious disease has broken out among domestic animals in a foreign country the minister of interior may prohibit the importation from said country of the class of animals infected, and of raw commercial products of same—for instance, hair, hides, tallow, and meat—as well as any other animals or articles which might carry the infection.

"When the disease breaks out in this country the minister of interior may either absolutely prohibit the carrying away from the infected districts or infected part of same any animal of the infected class, as well as of other classes, and articles, by which the disease may be introduced to other districts or places; or he may create certain conditions to be complied with—for instance, the procuring of a bill of health—all for the purpose of arresting and preventing the spread of the disease."

DECREE REGARDING THE IMPORTATION OF PORK AND OTHER RAW PRODUCTS OF SWINE FROM THE UNITED STATES OF AMERICA.

[Translation.]

The decree of the department of the interior of March 10, 1888, prohibiting the importation into this country from the United States of America of pork and other raw products of swine, including hog bladders and unrefined pork fat (steam lard), is hereby abrogated so far as said products are concerned, provided such products are accompanied by authentic certificates that they have been inspected prior to shipment from the United States in accordance with the laws of that country, and by such inspection found to be untainted, sound, and fit for human food.

These regulations to take effect at once.

Which is hereby proclaimed for the information and guidance of all concerned.

Department of the interior, September 8, 1891.

INGERSLEV.

APPENDIX F.

**REPLIES OF COMMERCIAL AND INDUSTRIAL ORGANIZATIONS
TO INQUIRIES FROM THE COMMITTEE ON
WAYS AND MEANS.**

COMMERCIAL AND INDUSTRIAL ORGANIZATIONS.

CIRCULAR OF INQUIRY.

SUBCOMMITTEE ON RECIPROCITY AND COMMERCIAL TREATIES.

ALBERT J. HOPKINS, Chairman.

JONATHAN P. DOLLIVER,
BENTON McMILLIN,

JAMES A. TAWNEY,
JOHN L. MCLAURIN.

WILLIAM E. CURTIS, Special Agent.

COMMITTEE ON WAYS AND MEANS,
HOUSE OF REPRESENTATIVES,
Washington, D. C., March 4, 1896.

SIR: In order that they may give more intelligent consideration to pending and proposed legislation, the subcommittee of the Committee on Ways and Means of the House of Representatives in charge of bills relating to reciprocity arrangements and commercial treaties desire an expression of the views and opinions of the commercial and industrial organizations of the United States upon the following points, namely:

First. Was the effect of the reciprocity arrangements negotiated by the Government with certain foreign nations under the authority of the tariff act of 1890 favorable or unfavorable to the foreign commerce of the United States?

Second. What was the effect of their repeal by the tariff act of 1894?

Third. Is it expedient and advisable to apply the reciprocity principle to future tariff legislation, and to enact a general law authorizing the President to negotiate reciprocity treaties with foreign nations, so far as possible?

Fourth. What can be accomplished by diplomatic negotiations in extending the export trade of the United States?

If you will present these subjects to the members of your organization, and request them at their early convenience to take some formal action thereon, we shall be greatly obliged.

I am, sir, your obedient servant,

A. J. HOPKINS,
Chairman Subcommittee on Reciprocity and Commercial Treaties.

REPLIES.

The National Board of Trade.

JANUARY 28, 1896.

Whereas under the reciprocal trade relations between the United States and the Spanish-American States and Colonies under treaties existing prior to August, 1894, very large interchanges of exports and imports, including both agricultural productions and manufactures, were established; and

Whereas the abrogation of these treaties by legislation of Congress has been followed by very material decrease in such business; and

Whereas the States and Colonies are increasing in wealth and commercial importance, and should be knit as closely as possible to the United States by bonds of commercial unity as well as by our moral support against European aggression and injustice; and

Whereas the markets in these countries represent in a sense a coast-wise trade which should be made and kept our own against any competition from any quarter whatever, but which, unless invited and secured by a renewal of reciprocal arrangements, must inevitably fall into other hands; and

Whereas both experience and reason show the great benefit in the past and the inevitable immensely greater benefit in the future, both to our agricultural interests and to our manufactures and shipping, which our former reciprocal trade arrangements established and will guarantee:

Be it resolved, That the National Board of Trade urgently demands of Congress the enactment of such legislation as will reestablish and secure our former reciprocal trade relations between the United States and Mexico, the Central and South American countries, and the Spanish-American Colonies.

Merchants' Exchange of St. Louis.

ST. LOUIS, *March 19, 1896.*

DEAR SIR: Acknowledging receipt of your circular letter of March 4, in reference to proposed legislation relating to reciprocity arrangements and commercial treaties and propounding certain inquiries in relation thereto, the undersigned take pleasure in behalf of the board of directors of the Merchants' Exchange of St. Louis in replying thereto as follows:

Replying to interrogatory first: The effect of reciprocity treaties negotiated by the Government under the tariff act of 1890 was most favorable to the trade of St. Louis, permitting the exportation to the Latin States of increased quantities of flour, grain, meats, lard, agricultural implements, and other manufactures.

Replying to interrogatory second: The effect of the repeal was to greatly diminish, and in some instances to absolutely prohibit, shipments to these countries.

Replying to interrogatory third: In the judgment of this board the reenacting of a reciprocity law authorizing the President to negotiate treaties with foreign nations, and especially with the Latin American States, would be of immense advantage and result in the extension of trade relations to an equal or greater extent than existed at the time of the repeal of the reciprocity act.

Replying to interrogatory fourth: Diplomatic negotiations with foreign countries would serve to make known the advantages of this country as a source of supply of breadstuffs, provisions, and manufactures, and many other articles of which this country has a surplus, and also bring to the knowledge of our people the markets in which the articles needed here can be obtained at best advantage.

Respectfully,

C. H. SPENCER, *President.*
GEO. H. MORGAN, *Secretary.*

Hon. A. J. HOPKINS,

Chairman Subcommittee on Reciprocity and Commercial Treaties.

The Cleveland Chamber of Commerce.

MARCH 17, 1896.

DEAR SIR: Your favor of the 4th instant has been duly considered by the manufacturers' board of this chamber, and I have the honor to advise you that the following responses to the questions contained therein represent the sentiment of that body:

First. The reciprocity arrangements negotiated by the Government with certain foreign nations under the authority of the tariff act of 1890 were favorable to the foreign commerce of the United States.

Second. Their repeal in 1894 was a decided detriment to the foreign trade of this country.

Third. This question, for greater convenience in replying, has been divided into two sections, as follows:

(a) Is it expedient and advisable to apply the reciprocity principle to future tariff legislation? Yes.

(b) Is it expedient and advisable to enact a general law authorizing the President to negotiate reciprocity treaties with foreign nations so far as possible? It would seem desirable to have such treaties made subject to the approval of the Senate.

Fourth. The various consuls might study and report regularly upon the opportunities in and requirements of the markets of their respective consulates. This information, compiled and disseminated by the proper Department at Washington, would be of great service to the manufacturers of the United States.

Respectfully,

RYERSON RITCHIE, *Secretary.*

Hon. A. J. HOPKINS,

Chairman Subcommittee on Reciprocity and Commercial Treaties.

Chamber of Commerce, Milwaukee.

MARCH 17, 1896.

DEAR SIR: I have the honor to acknowledge the receipt of your circular letter dated the 4th instant, asking for the views and opinions of this body relating to legislation on reciprocity arrangements and commercial treaties with certain foreign nations.

The board of directors of this chamber, comprising about 600 members, is its deliberative body, and as such has already given the subject of your letter careful consideration, and expressed itself unanimously in favor of the renewal of the reciprocity arrangements and commercial treaties negotiated by the Government with foreign nations under authority of the tariff act of 1890, as embodied (in part at least) in the pending House bill 3212. The action of our board on this subject was conveyed to the Senators and Representatives of Wisconsin in Congress under date of the 13th instant. The members of our directory are representative business men, and among them prominent members of the two great political parties. There will not be another meeting of the board at which formal action could be taken in response to your inquiries before the middle of next month, but I think the action already taken will be sufficient to show you the sentiments of this body on the subject.

Yours, respectfully,

W. J. LANGSON,
Secretary.

Hon. A. J. HOPKINS,

Chairman Subcommittee on Reciprocity and Commercial Treaties.

Cincinnati Chamber of Commerce and Merchants' Exchange.

CINCINNATI, March 16, 1896.

DEAR SIR: The Cincinnati Chamber of Commerce having been requested to indorse the bill introduced in Congress by Hon. W. R. Kerr, of Ohio, known as H. R. 3212, designated as a bill "to secure a better foreign market for grain and the products of grain and other agricultural products of the United States, and for other purposes," referred the question to a special committee, whose report was submitted to the board of directors on March 3, and unanimously adopted. The report is herewith submitted, omitting the introductory reference to the specific provisions of the bill in detail. In accordance with the action of the board of directors, you are respectfully invited to favorably consider the questions thus presented.

Very respectfully,

MAURICE J. FREIBERG,
President.

Hon. A. J. HOPKINS,

Chairman Subcommittee on Reciprocity and Commercial Treaties.

ACTION OF THE CINCINNATI CHAMBER OF COMMERCE.

Were the Chamber of Commerce to act as requested, in indorsing the provisions of the bill mentioned (H. R. 3212), it would mean an unequivocal indorsement of the principle of retaliation in international commercial intercourse, a principle which has many adherents, but which is believed to be of questionable policy, susceptible of being regarded as lacking that sense of dignity which a great government should at all times maintain in its relations to other countries. Therefore, in the opinion of your committee, it would not be wise to indorse the measure under consideration. Your committee, however, offer the following as an expression upon the subject entertained:

Whereas the principle of reciprocity between countries having exchangeable products is commendable in the highest degree, and should be fostered to the end of promoting the interests of all concerned: Therefore,

Resolved, That it is the manifest obligation of the Government of the United States, whenever it is shown that any foreign country imposes an unequal, unreasonable, or discriminating duty or policy with reference to the products of the United States, to vigorously pursue an effort to secure through honorable means a proper understanding upon such questions, by which the products of the United States shall be allowed to enter such country without discrimination and upon a truly reciprocal basis.

Resolved, That this action by the Cincinnati Chamber of Commerce be communicated to the members of both Houses of Congress, and that they are hereby memorialized to give due consideration to the importance of the questions involved in their bearing upon the maintenance and growth of the export trade for the products of the United States and the industrial interests of our country.

O. B. MURRAY,
J. PARKER GALE,
F. W. FOULDS,
Committee.

*Sioux City Commercial Association.*SIOUX CITY, IOWA, *March 16, 1896.*

SIR: Your circular of the 4th instant is at hand. So far as it has been possible to ascertain the sentiment of members of this association on the subject of your inquiry it is generally as follows:

First. The reciprocity arrangements negotiated by the Government under act of 1890 apparently had a stimulating effect upon our commerce along many lines, and particularly with those South American countries that accepted the theory and assisted in carrying out the idea.

Second. The repeal of the reciprocity feature in the act of 1894 has, in the judgment of many business men of the country, been damaging. The reciprocity clause was the expression of a desire on the part of the United States to sustain more intimate business relations with other countries, and its repeal is subject to the interpretation of a desire for isolation.

Third. It would certainly seem advisable for this country to do everything in its power to strengthen commercial relations with all countries and to facilitate by judicious legislation the interchange of products. It is probable that the power to enter into reciprocal treaties should be vested in the President under such general directions as the Congress may deem wise.

Fourth. It is quite difficult to say just what diplomatic negotiations may accomplish in extending our export trade. Much has been done in the past, and without doubt, if the authority is given them and the obligation to act is made incumbent, our ministers and consuls could do much to aid in this extension. We should be able to send our meats and breadstuffs into all countries which do not produce them as cheaply as we do, and it would seem that through the Department of the Secretary of State much might be done to forward this important work.

Yours, very truly,

JAS. V. MAHONEY, *Commissioner.*
A. W. ERWIN, *President.*

Hon. A. J. HOPKINS,
Chairman Subcommittee on Reciprocity and Commercial Treaties.

*The Millers' National Association of the United States.*MILWAUKEE, WIS., *March 16, 1896.*

SIR: In reply to your communication of the 4th instant, beg to say the membership of the Millers' National Association are unanimous in their earnest desire for national legislation which may establish reciprocity relations with foreign countries.

In reply to the several questions which you ask, I will respond directly and briefly:

First. The effect of the reciprocity arrangements with certain foreign nations, under authority of the tariff act of 1890, proved highly favorable, as is shown by the statistics bearing upon this subject, which have already been placed before your committee. The exports of American breadstuffs to South American countries prior to the enactment of that law were, in 1885, reported as \$10,399,290. In 1891 an increase was shown of \$4,071,425 for that one year.

Second. The repeal of that act by the tariff of 1894 proved a serious

setback for this trade, as is demonstrated, also, by statistics. The exports of our flour alone to South American countries, which showed a gradual increase from 1891 to 1894 from \$2,250,756 to \$3,253,176, dropped off in one year (from 1894 to 1895) to \$2,726,558.

Third. It is the firm and unanimous conviction of all flour manufacturers in this country that the restoration of the reciprocity principle to future tariff legislation is not only expedient and advisable, but that it is an absolute necessity to the future prosperity of flour milling in the United States—an industry representing an investment of over \$200,000,000 and giving employment to thousands of men.

The milling capacity of this country has been gradually increasing to a point so far in excess of the requirements for home consumption of our product, and by virtue of the promising conditions existing until the tariff legislation of 1894, that an outlet in the way of a strong export trade is now an absolute necessity. If such outlet is hampered or made impossible, disaster and failure must result, and our milling plants must continue to close down and go out of business.

Fourth. We are convinced that through diplomatic negotiations reciprocal relations existing under the tariff legislation of 1890 can be restored, and, if restored, we believe that we may regain the export trade which former experience has taught us may be obtained and cultivated. We are sustained in this belief by assurances received from foreign countries that they will gladly purchase our flour, provided tariff conditions will permit them to do so.

Respectfully,

FRANK BARRY, *Secretary.*

Hon. A. J. HOPKINS,

Chairman Subcommittee on Reciprocity and Commercial Treaties.

Michigan State Millers' Association.

LANSING, MICH., *March 20, 1896.*

DEAR SIR: The executive committee of this association has the honor of submitting to you the following facts:

Believing that reciprocal trade relations between the United States and the several European and South American countries are just and equitable and greatly to the benefit of the flouring industry of this country, the millers of Michigan, almost to a man, favor the so-called policy of reciprocity.

In behalf of these manufacturers, this executive committee petitions your honorable body, the House of Representatives, to pass the Kerr bill or some other effective reciprocity measure.

For the executive committee:

J. J. HANSHUE, *Secretary.*

Hon. ALBERT J. HOPKINS, M. C.,
Washington, D. C.

The Manufacturers' Association of Kings and Queens Counties.

BROOKLYN, N. Y., *March 18, 1896.*

DEAR SIR: This association begs to acknowledge the receipt of your circular letter under date of 4th instant, and in reply thereto it wishes

to be placed on record in favor of the reestablishment of treaties of reciprocity, giving as its reasons therefor the past history of our country and its present requirements.

Very truly yours,

JAMES T. HOILE,
Secretary.

Hon. ALBERT J. HOPKINS,
Chairman Subcommittee on Reciprocity and Commercial Treaties.

The Young Men's Business League.

MERIDIAN, MISS., *March 20, 1896.*

DEAR SIR: Replying to your letter of March 4, we beg to say we have talked with the leading members of our organization and find them of the opinion:

First. The effect of the reciprocity arrangements negotiated by the Government with certain foreign nations under the authority of the tariff act of 1890 was favorable to the foreign commerce of the United States.

Second. The effect of their repeal by the act of 1894 was disastrous to the United States.

Third. We believe it expedient and advisable to apply the reciprocity principle to future tariff legislation, and to enact a general law authorizing the President to negotiate reciprocity treaties with foreign nations as far as practicable.

Fourth. We believe that foreign nations give a bounty to sugar producers; that the tariff duties on sugars from such countries should be increased by our country.

Yours, very respectfully,

C. W. ROBINSON,
President.

Mr. A. J. HOPKINS,
Chairman Subcommittee on Reciprocity and Commercial Treaties.

Crystal Falls (Mich.) Business Men's Association.

CRYSTAL FALLS, MICH., *March 20, 1896.*

DEAR SIR: The Business Men's Association of Michigan most respectfully submit their answers to the subjoined questions as follows:

First. Was the effect of the reciprocity arrangements negotiated by the Government with certain foreign nations under the authority of the tariff act of 1890 favorable or unfavorable to the foreign commerce of the United States?

It was most favorable.

Second. What was the effect of their repeal by the tariff act of 1894?

Disastrous and ruinous.

Third. Is it expedient and advisable to apply the reciprocity principle to future tariff legislation and to enact a general law authorizing the President to negotiate reciprocity treaties with foreign nations, so far as possible?

Most assuredly it is.

What can be accomplished by diplomatic negotiation in extending the export trade of the United States?

It might gain great prosperity to the United States by arranging reciprocity treaties.

Very respectfully,

A. LUSTFIELD,
Secretary.

Hon. A. J. HOPKINS,
Washington, D. C.

Northampton Board of Trade.

NORTHAMPTON, MASS., *March 21, 1896.*

At a meeting of the Northampton Board of Trade held to-day, the foregoing communication having been placed before it, it was unanimously resolved—

First. We believe that the reciprocity arrangements made by virtue of the authority of the tariff act of 1890 were favorable to the foreign commerce of the United States and that their repeal by the act of 1894 was injurious.

Second. We believe that it is expedient and advisable to apply the reciprocity principle to future tariff legislation and to enact a general law authorizing the President to negotiate reciprocity treaties with foreign nations so far as possible.

Third. We believe that a carefully selected and trained diplomatic and consular force can do a great deal toward extending our foreign commerce.

Attest:

J. ARTHUR WAINWRIGHT,
Secretary.

The National Live Stock Exchange.

MARCH 25, 1896.

DEAR SIR: I beg leave to inform you that I presented your favor of the 4th instant, regarding reciprocity, to the executive committee of this exchange for their consideration, and they now direct me to make the following answers to the questions submitted:

First. The effect of the reciprocity act of 1890 was very favorable to the foreign commerce of the United States. Whether or not the tariff act connected with it at that time was any particular benefit is a question.

Second. The repeal act of 1894 had a demoralizing effect on our live stock and meat products in certain foreign countries, excluding entirely the importation into those countries of this class of commerce.

Third. Would think it advisable to separate reciprocity from tariff legislation and enact reciprocity irrespective of any tariff legislation. Would advocate the enactment of a general law authorizing the President to negotiate reciprocity treaties with foreign nations.

Fourth. As we understand the diplomatic system and under existing circumstances do not see where anything can be accomplished, but with reciprocity laws in force, as hereinbefore indicated, latitude would be afforded the Executive and our foreign diplomatic corps to negotiate a system of reciprocal treaties, which would place our foreign commercial interests on a par with, if not greater than, that of any foreign country.

Reciprocity is always favorable to promotion of the foreign commerce of the United States, and from our standpoint is the kind of legislation needed to increase our foreign commercial relations, and the legislator who advocates reciprocity is entitled to all the public honors that can be bestowed by the producers throughout the United States.

Very respectfully,

C. W. BAKER, *Secretary.*

Hon. A. J. HOPKINS,

Chairman Subcommittee on Reciprocity and Commercial Treaties.

St. Louis Live Stock Exchange.

MARCH 27, 1896.

DEAR SIR: Your circular letter of the 4th instant, addressed to me as president of the St. Louis Live Stock Exchange, was duly received and submitted to our directory, who direct me to reply to same, as follows:

Inasmuch as our organization has for its sole purpose the fostering and advancement of the great live stock industry of the United States, we do not deem it proper or expedient for us to enter into a discussion of the general policy of reciprocity, except so far as it affects the interests we represent.

1. We believe that the reciprocal trade arrangements entered into by our Government with the countries of continental Europe under and by authority of the so-called McKinley bill, enacted in 1890, aided very materially in extending and enlarging the markets for our surplus live cattle and meat products, and contributed in no small degree to the improvement of the great live stock industry of our country.

2. The effect of the repeal of the tariff act of 1890, with its provisions for reciprocity, by the tariff act of 1894—the Gorman-Wilson bill—has, in our judgment, absolutely deprived the farmers and stock raisers of this country of any foreign market for live cattle or meat products in continental Europe.

It is true Germany, France, Belgium, and Switzerland have not admitted that their action in prohibiting importation of our live stock and meats was induced by the abrogation of reciprocal arrangements, but the fact remains that following the repeal of reciprocity prohibitive regulations were by them promptly and vigorously enforced, and the reasons given—viz, unhealthy and diseased condition of our cattle and meat products—are notoriously untrue and capable of easy refutation. Under the operation of reciprocity our exports of live cattle and dressed beef averaged about 25,000 head per week to England and continental Europe, while quickly following the repeal of reciprocity and the closing of markets of Europe, with the single exception of Great Britain, our exports declined to about 8,000 head per week.

3. If by vesting in the President of the United States the authority to negotiate reciprocity treaties with foreign nations the stock raisers of this country can have restored to them, in whole or part, the markets from which they have been excluded and can have other markets opened to them, we say, “By all means give the President this power.”

4. Diplomatic agents of this Government should be able to do much to extend our foreign trade, particularly our consuls, but we believe greater care should be exercised in the selection of our consular agents. They should be chosen by reason of their fitness for the position they

are to fill; their pay should be sufficient to attract young men of brains and ambition, and their tenure of office should depend solely on the degree of efficiency with which they perform their duties.

We sincerely trust that the intelligence and patriotism of our Senators and Representatives in Congress may find their proper expression in the prompt enactment of laws for the relief of the business interests of the country.

Yours, very truly,

W. B. STICKNEY, *President.*

Committee on Industrial Extension, Orwigsburg, Pa.

MARCH 23, 1896.

SIR: Answering your circular letter of inquiry of date the 4th instant, our committee asks me to say:

1. Judging by comparison, the effect of the reciprocity arrangements negotiated under the tariff act of 1890 was more than simply favorable to the foreign commerce of the United States.

It is submitted that the wisdom which suggested, and as far as then possible procured, the reciprocity arrangements of 1890-94 was worthy of true American prevision, and the infant attempts already presaged the healthy possibilities of a purely American commercial enterprise.

2. The repeal of the reciprocity arrangements by the tariff act of 1894 had a most generally depressing effect de facto, and the abandonment thereby of all present hope of the extension of these beneficial negotiations was so palpably a great blunder that years of prosperity will be required, even under renewed reciprocity acts, to restore the shattered nerves of American commercial advancement.

3. [It is hard to conceive how anyone interested in the healthy extension of the commercial advantages of our country or the prosperity of American industry can answer your third inquiry except with a most positive appeal that all party prejudices may on this great question be at once laid aside and make way for the commercially and industrially sound principle of reciprocity, fairly guarded by the special needs of developing industries, in all future tariff legislation, and though legislators be more apt to dictate the generality of delegated authority in the premises, no tariff law should be enacted, whether for revenue only, or for revenue with incidental protection, that did not carry with it the plenary authority or direction to the Executive to negotiate the most advantageous reciprocity possible with all the foreign nations possible, but especially with the nations to the south of us.]

We permit ourselves to append here that to the attainment of the best possible facilities in this direction it were well to call the attention of the proper parties to the necessity for extended banking and exchange, as well as shipping facilities. But give us the commerce and the accessories will come.

4. It is submitted that if it were possible for the diplomatic service of our country to be utilized for a diplomatically aggressive policy in favor of American commercial reciprocity, the accomplishment of much great good could be attained; and, this policy once so aggressively continued, our America could begin to unloose her present swaddling-clothes policy of subserviency to take perceptible strides to her proper and relatively dominant commercial station.

Very respectfully, yours,

H. A. WELLER,
Secretary.

Hon. A. J. HOPKINS,

Chairman Subcommittee on Reciprocity and Commercial Treaties.

Associated Manufacturers, New York, N. Y.

MARCH 21, 1896.

This is an association of manufacturers of agricultural machinery, organized especially for the conducting and developing of foreign trade.

2. Class of goods, agricultural and farm machinery.

3. We have dealings with every country where agriculture is carried on to an extent that implements of any kind are used. There is no trade in Japan or China for our line of goods that we have ever found.

4. We have made considerable effort to extend our trade by direct efforts. We have established many local agencies with resident firms in some countries, have employed travelers who travel direct from this office, and have met with fair results in most cases.

The countries that afford us the best and safest trade are as follows, and their importance is in the order they are given: Russia, United Kingdom, Roumania, South Africa (including Transvaal and British possessions), Argentine Republic, France, Germany, Australian Colonies, Chile, Denmark, Italy, Austria-Hungary, Orient (Turkey, Asia Minor, and Egypt).

The trade in the other countries is scattered and general. Spain and Portugal a few years ago took our goods to a small extent, but their trade has been practically nil for the last two years.

5. This is a broad question. We have found many obstacles that not only restricts but obstructs our trade. To enumerate all of them would make this report a tedious one to you, so I will mention a few only.

Austria.—The laws of this country are such that dealers who handle goods made in any country, excepting those having special treaty, are deprived of certain concessions of taxes, trade privileges, and other valuable concessions, which are so valuable that they can not afford to handle any goods coming from any but the treaty-favored countries. Foreigners who wish to establish a branch house in Austria or Hungary, unless they were established before the present law was enacted, are deprived of many valuable concessions granted to merchants of their own country, and have in addition to pay heavy license fees. I think the law is that they pay double what citizens of their own country do for like business. Another serious obstacle here is that their laws permit the importation and manufacture of goods bearing the trade-marks, name, and all of American goods, and manufactures from any other country, and their sale as the real American article. Their own manufacturers practice this deception.

France.—They also allow the importation of goods made, say in Germany, bearing the American trade-mark and manufacturer's name, and their sale as American-made goods.

Russia, Germany, Roumania, Italy, Argentina, Brazil, Chile, Peru, and the Transvaal permit this, and as a result our goods are manufactured in other countries, imported into these, and sold as American goods, thereby greatly injuring the reputation of American goods and trade. This is felt by us more severely in France and Russia than anywhere else.

There is no subject at the present time that is causing the American manufacturers more annoyance or loss than this one, and it seems to us to be of sufficient importance to be the subject of diplomatic action and treaty between the countries named and ours.

If French wines and Russian wools were restricted in entering this country, unless they enacted and enforced a law similar to our own preventing importation of goods without country of origin being declared, I think it would soon remedy the cause complained of.

6. France in 1892 passed a tariff law imposing a maximum duty on goods imported from countries having no commercial treaty, and a minimum tariff on goods imported from those having such treaty; the result is our goods pay about 30 per cent more duty than the same class of goods from England and Germany.

France also imposes a differential duty on all goods imported in anything but French ships, or in ships that touch any port between this country and France, thus attempting to force us to pay \$6 per ton for freight to Havre by French lines, while we ship the same freight by American ships to Havre for \$3 per ton. This restriction gives England and Germany the advantage, as they have no ocean to traverse in reaching the markets of France. This should be remedied by treaty or by changing our tariff laws, imposing the same restrictions.

7. Judging from the conversations I have had at various times with gentlemen high in Russian official life, I believe if an earnest effort were made a treaty could be arranged by which they would admit many of our goods, such as agricultural implements, vehicles, hardware, calicoes, woolens, shoes, etc., at a reduced tariff, by our taking their wools, hides, and beet sugar at a differential tariff. This would, I think, increase our trade in Russia at least one-third.

In France, if we were put on equal footing with other nations, I think that our trade would increase one-half, as it fell off nearly this when the present law went into effect.

As to the effect of a general reduction of tariffs in foreign countries, I do not see as it would benefit us so very much, except in a few countries, say Russia, Germany, France, and Australian Colonies. These countries are manufacturing some goods in our line of the lower classes. Possibly if their tariffs were lowered we would get some trade on this class of goods. If reciprocal treaties were made by which our goods were admitted at a lower tariff than those of other countries, this would be of great benefit.

8. As this association was started six years ago, we can not make comparison, as a whole, but the writer was connected with the trade prior to that time and thinks that as a whole the exportation of our class of goods has increased 30 per cent since 1890.

9. Our selling prices for foreign trade have fallen about 10 per cent, as an average, within the last six years. We have not changed foreign prices as much as we have domestic, and we get fully 20 per cent more for our goods shipped to foreign countries than we do for same goods in this country, sell for nearer cash, and consider the trade in every way as desirable on the average as that in this country at this time.

10. Foreign competitors have an advantage in wages alone of fully 20 per cent in cost of goods, but we meet this by using our improved appliances. Foreign competitors have every advantage of us in transportation, not only in freight rates, but in frequent and quick communication.

We are placed at a great disadvantage by reason of delays imposed upon us when shipping, in foreign bottoms, via European ports; in fact, our hands are so tied from this cause that it is a wonder we have any foreign trade.

It is my opinion that if we were assisted by our Government to establish steam lines to correspond with those of other nations that our foreign trade would double in a few years, and could be secured with 25 per cent less expense for travelers, etc.

11. We can compete with all comers, from all countries, not in price,

but in quality and merit, which have become recognized the world over, and American manufactures are rapidly securing the command of the markets of the world in our department of trade.

12. The reciprocity treaties were a great assistance to us, and when repealed did our trade great damage in all countries affected.

13. I answer both questions, "Yes," most emphatically.

Board of Trade, Gainesville, Fla.

MARCH 23, 1896.

DEAR SIR: Replying to your communication attached, we desire to reply as follows:

1. Favorable.

2. We felt that the business of the country was being circumscribed or reduced from what it had been under reciprocity.

3. It is.

4. Diplomacy "be blowed." Dig the Nicaragua Canal, and give us free ships.

Very respectfully,

JAS. O. ANDREWS, *Secretary.*

Paterson (N. J.) Board of Trade.

MARCH 24, 1896.

SIR: In response to your inquiry of March 4, the following minute on reciprocity and commercial treaties has been adopted by the Paterson Board of Trade:

1. We believe in reciprocity as entered into with certain foreign nations under the tariff act of 1890. The principles lying at the foundation of this act, whereby there can be a larger interchange of commodities through more favorable conditions to ourselves, call for approval by those who desire to see a larger field opened for our commodities.

2. We believe that the repeal of these arrangements worked an injury to the country.

3. We consider it is to the interest of our people to apply the reciprocity principle to future tariff legislation.

4. In our opinion, by means of diplomatic negotiations, treaties may be arranged with many foreign nations, whereby such products of those nations as compete very little or not at all with American products, and are largely consumed in this country, shall be imported by us free of duty, in return for like concessions from those nations, by means of which the excess of production of American industries may find a profitable market.

I am, sir, by order of the Paterson Board of Trade, your obedient servant,

W. G. SCOTT, *Secretary.*

Resolutions by the legislature of New York.

Resolved, That the inevitable destiny of the United States urgently demands that the Government of the United States shall at once inaugurate a foreign and domestic policy as follows:

1. The immediate construction of coast defenses upon the Atlantic and Pacific seaboard, and also upon the Great Lakes.

2. The building of a navy which will make the United States a first-class power, and not sixth-class among the nations of the world.

3. An alliance with Mexico and the States of Central and South America, offensive and defensive.

4. Closer commercial relations with the Republics of Mexico, Central and South America, and to that end that at the coming Congress of the States of South and Central America the United States shall foster the building of a railroad from Vera Cruz, Mexico, through Central and South America, upon a just and equitable basis as to governmental aid and support and control by the several powers concerned, to the end that the said republics shall be indissolubly connected with the United States, as of right they ought to be.

5. National aid to the Nicaragua Canal, in order that the said canal shall be built and controlled by Americans in the interest of American trade and commerce.

6. The acquisition of Cuba by the United States, preferably by purchase.

Resolved, That copies of these resolutions be forwarded to the Congress and the President of the United States.

Wholesale Grocers' Association of New York and vicinity.

MARCH 23, 1896.

DEAR SIR: My deliberate conviction is that what the merchants and, indeed, all the people want is a complete rest from tariff changes and from all tariff agitation.

If the Government needs increased revenue, and it can not be obtained from internal sources, then Congress would be justified in increasing the duty on the fewest possible articles, and on those that can best bear the burden.

If there should be a surplus of revenue, then Congress would be justified in making a reduction in the same manner; but I believe that to make changes in our tariff for political purposes, and to make such sweeping changes as were made by the McKinley bill or by the Senate bill is a great hardship to the merchants and the people, and partakes somewhat of the nature of a crime.

To reduce the value of a barrel of sugar from \$21 to \$14 at the stroke of a clock by removing the entire duty at once, and then to give the grower a bounty of 2 cents per pound, and in some two years to impose a new duty of 40 per cent ad valorem, and then to remove the bounty, is to do all that Congress possibly can do to destroy a great industry, and to teach the people of the great State of Louisiana that their prosperity does not depend upon the productiveness of her soil or the industry and enterprise of the people, but upon Congressional legislation.

If the people were entitled to cheaper sugar and the Government could dispense with the revenue, then a gradual yearly reduction should have been made and the object could have been accomplished and no interest would have suffered.

I have a large acquaintance with commercial men in many cities, and am satisfied that what the merchants and the people of America want is perfect rest from tariff changes, excepting for reasons above given.

Yours, very truly,

G. WALDO SMITH, *President.*

Business Men's Association, Martinsburg, W. Va.

MARCH 26, 1896.

SIR: We have the honor to acknowledge the receipt of a copy of the circular letter issued by the subcommittee of which you are chairman, asking for an expression of opinion on the working of the so-called "Reciprocity treaties" authorized by the third section of the McKinley law. In reply to your questions, in the order in which they are asked, we beg leave to submit the following views:

1. In our opinion the effect of the actual working of the reciprocity arrangements negotiated by the Government was favorable, though far less favorable than would have resulted from treaties of larger scope, constructed along the lines suggested by the Secretary of State to Congress, when the law amending the tariff was under discussion in the Senate. In so far as the so-called reciprocity treaties fell short of being what they purported to be, they exerted a bad influence, in that they brought discredit upon this as a method of commercial reform which it does not deserve, and which will heighten the difficulties of future attempts to broaden our trade relations in the same way. If the "Hale amendment," and not the colorless "Aldrich amendment" could have been adopted, we believe that much more good would have resulted. As it was, the increase in our exports during the first fifteen or eighteen months under the reciprocity treaties was not greatly in excess of the increased exports to countries with which no such reciprocal relations existed; and the increase in exports was out of all proportion less than the concurrent increase of our importations from the countries in question. Hence it appears that the expected expansion of our bread-stuff market did not take place, certainly not to the expected extent, and one is strongly inclined to think that the narrow and ungenerous limits of the treaties, imposed by the "Aldrich amendment," were, in part at least, responsible.

2. It would be difficult in any short and summary way to state the effect of the repeal of the reciprocity treaties by the tariff law of 1894. Reports of the Treasury would, no doubt, show just what the increase or decrease in every case is, and it would be a relatively easy task to determine just how much of this effect was attributable to the repeal of the reciprocity arrangements and how much to the enlargement of the free lists and the imposition of new schedules of duties.

3. We regard the Congress as the proper repository of the tariff legislation of the United States, and believe it to be more or less unwise, if not dangerous, to shift the burden of such obligations to the treaty-making branch of the executive department of the Government by general law. Under the former law the President was armed with the power to emphasize his unfavorable opinion of the customs duties on any of these American countries by imposing hardships upon the people of the United States; for the retaliatory provisions of the McKinley law meant nothing less. The power of such a commercial embargo is a very large and insidious one, and we prefer to see it lodged in Congress. We believe, however, that some foreign market should be found for the surplus American farm products, and if any such policy as that proposed by Mr. Blaine and embodied in the "Hale amendment" to the McKinley law is possible, we believe that, liberally administered, it would tend to bring about this result. If the question of your committee simply means, do we favor the reenactment of the "Aldrich amendment," as it was finally adopted, we reply that we do not; but, on the other

hand, would regard such action as unnecessary since the tariff legislation of 1894, and both narrow and unwise in principle.

With regard to the fourth question of your letter, we are not prepared to give any answer.

Very respectfully, yours,

N. D. BAKER, *President.*

The National Live-Stock Exchange, Union Stock Yards, Chicago, Ill.

The following memorial has been unanimously adopted by this body, and is respectfully submitted for your serious consideration:

To the Honorable the Senate and the House of Representatives of the United States:

The National Live-Stock Exchange, organized for the purpose of protecting the interests of the producer and consumer of live stock, having over 2,000 members actively engaged in breeding, raising, feeding, shipping, buying, selling, slaughtering, and exporting all kinds of live stock and their products, respectfully represent to your honorable body:

That certain outlets for their productions have, through the practically prohibitive restrictions placed on them by certain foreign countries, been denied them, and such products forced on already overburdened home markets, entailing great loss on the producers, which has had a depressing effect on the entire commercial interests of this great country, it being an uncontroverted fact that a depression of the agricultural interests affects unfavorably every line of commercial enterprise.

That the said restrictions on the exportation of the products of the industry we represent are alleged to have been made on account of the unhealthy condition of our live stock, and also as a retaliatory measure to compel this country to admit free of duty certain of their productions. The live stock throughout the United States was never in a healthier condition, and the disease pretext is the veriest subterfuge, because, if such was the case, the strict ante and post mortem systematic supervision of our live stock and meat food products made by the United States Government, State and municipal officers, who critically examine and pass upon every animal and the product thereof offered for sale, preclude the possibility of any animal, or any portion of any carcass, from any cause unfit for food, being used as such. Therefore the claim that our live stock and live-stock food products are unhealthy or unfit for export is without foundation in fact.

We therefore pray that Congress and the diplomatic departments of our Government will, through their larger experience and more intimate knowledge of the means necessary to be employed, enact such legislation as they in their wisdom deem expedient, and such as this the largest industry in the world demands, looking to a reciprocal exchange of productions, thereby affording the vast industry which we have the honor to represent the relief sought, and the opportunity of sending our live stock and meat food products to the markets of the world, unhampered by any unnecessary and uncalled for restrictions.

THE NATIONAL LIVE-STOCK EXCHANGE,
By W. H. THOMPSON, Jr., *President.*

Attest:

C. W. BAKER, *Secretary.*

Farmers' Headquarters, Clarinda, Iowa.

MARCH 23, 1896.

DEAR SIR: I am directed to say to your committee that our organization, without regard to political affiliations of its members, is most emphatically for reciprocity and commercial treaties.

The creation of reciprocity in 1890 was beneficial, yea, it was a blessing to the nation, while its repeal was a curse, multiplying bankruptcy and creating poverty at home and riches abroad.

We hope and pray for its return—a blessing vouchsafed by the return of the good old party to power.

I am, sir, very respectfully,

M. R. ANSBACH.

Winter Wheat Millers' League, Indianapolis, Ind.

JANUARY 18, 1896.

DEAR SIR: In behalf of the Winter Wheat Millers' League I beg to take the liberty of inviting your attention to House bill 3212, introduced by Hon. W. S. Kerr January 3, intended to secure a better foreign market for grain and its products and other agricultural products.

In this connection I hand you herewith a small pamphlet, which will, perhaps, give you some light upon the extent of milling industries of the United States and the discriminations against its products by many nations of Europe. I shall be pleased if you will give this subject careful attention and lend your influence toward an early and favorable report from the Ways and Means Committee and the prompt passage by the House of the measure in question. Without the relief which this bill provides the foreign trade of the American miller will, within a few years, be completely ruined. I especially ask your attention to the result, as set out in the pamphlet referred to, of the abrogation of the reciprocity treaties with Spain for Cuba and with several South American countries.

Hoping to have your earnest support, I am,

Yours, respectfully,

E. E. PERRY, *Secretary.*

Hon. NELSON DINGLEY,
Washington, D. C.

[Pamphlet.]

RECIPROCITY AND RETALIATION NEEDED—THE DANGERS THAT THREATEN OUR EXPORT FLOUR TRADE—UNWARRANTABLE OPPRESSION OF OUR GREATEST MANUFACTURING INDUSTRY BY FOREIGN COUNTRIES.

[Reprinted from the Northwestern Miller, Minneapolis, Minn.]

In considering the present state of the milling trade and endeavoring to form some intelligent conception of its conditions and needs, the chief difficulty with which the investigator is confronted is the size of the subject. The trade is enormous, its needs are enormous, its difficulties are enormous, its unimproved opportunities are enormous. One might also say, so great has been the activity of our consular officers in its behalf of recent years, that its literature is enormous. As a matter of fact, probably few millers know how great are the resources of information which the State Department has at its command with regard to the manufacture and use of flour in every country on the globe. All, or nearly all, of this is the product of the last ten years and the direct result of the agitation of associated and individual millers for more light on this important subject. To the Winter Wheat Millers' League is due a very great deal of the credit for the investigations into new fields so far made. But it must, in all fairness, be said that the State Department has responded promptly, freely, and fully to the movements inaugurated by millers in behalf of their trade. The list of publications which has been issued for the benefit of millers alone in the last half dozen years is very considerable, and its value has indeed been high. Were it possible for every miller of any importance to collect these publications and to give them the attention which they merit, that fact in itself would insure vast efforts among millers to remove the many obstacles under which the business labors.

In considering the immediate needs of the trade, it is hard to choose from this great bulk of information that which is most necessary to give millers an adequate idea of where they stand and to indicate to our legislators the direction in which reform in our laws, as they affect milling, are most pressingly and sorely needed. However, without knowing the vast proportions of the milling trade itself, it would be impossible to appreciate the importance of remedial measures relating to it.

MAGNITUDE OF THE MILLING TRADE.

In respect to the value of its products and the cost of its raw material, milling far exceeds any other manufacturing industry working from raw material. To show its immense proportions we may quote the census figures for 1880 and 1890, which are as below:

	1880.	1890.		1880.	1890.
Number of mills.....	24, 338	18, 470	Wages	\$17, 422, 316	\$27, 035, 742
Capital.....	\$177, 361, 878	\$208, 473, 500	Cost of material.....	441, 545, 225	434, 152, 290
Number of employees	58, 407	63, 481	Value of products...	505, 185, 712	573, 971, 474

We are accustomed to regard our manufactures of lumber, iron, and steel, cotton and woolen goods, and boots and shoes as tremendous, as indeed they are, but it is interesting to observe that the flour made in the United States was worth more than the lumber and other mill products from the log or bolt by \$110,300,000, more than the iron and steel manufactures by \$83,000,000, more than the cotton goods manufactures by \$246,000,000, more than the woolen goods by \$380,400,000, and more than the boot and shoe manufactures by \$293,300,000. These are big figures, but none too big to show the overwhelming importance of milling in the industrial prosperity of the United States. It is interesting also to observe that in the number of plants established but few industries exceed milling. Every village of any size has its mill. The industry is confined to no section, but prospers wherever wheat grows, maintaining the price of the cereal and adding incalculably to the welfare of the farmer—the backbone and mainstay of the country's material advancement.

It is, however, to be noted in connection with the census figures above given that the tendency of the times is to a lessening in the number of individual plants, while at the same time the capital, number of employees, and value of product has greatly increased. This is due in no small measure to the difficulties under which the trade labors with regard to selling territory. Deprived by discriminating restrictions of the field for the disposition of its products which it should enjoy in outside countries, American merchant mills are forced to widen their territory at home, and thus the competition of the larger proves too strong for the smaller plants and they are driven out of the business.

Contrary to the opinion sometimes expressed that consolidation of this sort is desirable, we believe it to be regrettable so far as the general prosperity of the country is concerned. The small mill is an important factor in the community where it is located. No institution does more to advance the general average welfare. Were it possible for American merchant mills to sell their product more largely outside, we should be the gainer, both directly and indirectly. The rural community is a severe sufferer when its mill is crowded to the wall by undue competition. While it may eat whiter flour, and that of more perfect manufacture, it probably gets no more healthful or nutritious product, and it makes the change at the expense of its own pecuniary advancement as a community. If foreign tariffs allowed American millers to export flour freely, upon fair terms as compared with wheat, the difference as regards the prosperity of the country would be very great and very directly manifested. The cry of low wheat would be no longer heard, for we should, under such a state of things, have little or no unground wheat to spare.

The truth of these assertions is so well recognized by all who have given the subject any thought that they really border upon the axiomatic. All intelligent millers know that the United States is suffering heavily from the duties imposed upon her flour by almost all foreign countries. While this taxation would in itself seem to be a sufficient burden for the trade, it is only a beginning of the difficulties which exist. A fact which bears with fully as heavy weight upon the prosperity of our millers is that in nearly every country importing wheat and flour wheat is admitted under a duty so light as to discriminate seriously against the manufactured product.

This tendency is one which constantly increases among continental countries. They are willing to take our wheat—for the advantage of their own millers—but they shut out our flour in response to the clamor of the same element—the home manufacturer. It is this condition of things against which the American miller most bitterly protests. Under the state of affairs which now exists the United States is hit hard, “both going and coming.” Our wheat is taken and our flour is excluded. Thus, the manufacturing profit goes into foreign hands, and our export mills, shut out abroad, crowd back upon the territory of others, crushing out smaller mills and damaging the communities in which they are located. This process must go on until there is a fair market abroad for American flour. There can not be such a market until discrimination between wheat and flour is removed, and this discrimi-

nation will not cease except as the result of retaliation upon foreign imports—a course for which the laws of the United States distinctly provide, but of which provision practically no advantage has so far been taken.

At this point we may with profit consider the conditions under which our wheat and flour go to continental markets. The conditions are indicated by the figures below:

European tariffs.

	Wheat per bushel.	Flour per barrel.		Wheat per bushel.	Flour per barrel.
Belgium.....	Free.	\$0. 386	Switzerland.....	\$0. 058	\$0. 386
Holland.....	Free.	Free.	Germany.....	. 32	2. 21
Denmark.....	Free.	Free.	Portugal*.....	. 47	2. 18
Italy.....	\$0. 29	1. 49	France.....	. 37	1. 88 to 2. 73
Spain.....	. 42	2. 26	Sweden.....	. 24	1. 54

* Prohibited, except under conditions prescribed by the Government.

Of the duties above enumerated, which are compiled from the latest statistics procurable, that of Belgium has been imposed within a few months, entry of flour and wheat to that country having formerly been free. France has raised her tariff within the past two years to a prohibitory point, shutting our flour out completely. Germany has done the same, in response to a similar clamor from her milling interests, though she is to quite an extent dependent on outside countries for raw material. Denmark's millers are now agitating for a tariff on flour and it remains to be seen whether the movement will prove successful.

Taking 4½ bushels of wheat to represent a barrel of flour, the discrimination made by the countries above enumerated against the importation of flour is as follows:

	Per barrel.		Per barrel.
Belgium.....	\$0. 386	Switzerland.....	\$0. 125
Holland.....	.....	Germany.....	. 770
Denmark.....	.....	Portugal.....	. 065
Italy.....	. 185	France.....	. 215 to 1. 065
Spain.....	. 370	Sweden.....	. 46

It will thus be seen that in no continental country which serves as a market for our wheat, with the exception of Holland and Denmark, is our flour received on equal terms, while in the chief consuming country it is very largely excluded by the onerous taxes placed upon it.

AMERICAN TARIFFS.

Leaving European countries, we may well look at those nearer home, in which we might fairly expect to maintain our flour market unquestioned, but where, on the contrary, we are handicapped to an unbearable degree by arbitrary taxation. A striking instance of this condition of things is afforded by Cuba and Puerto Rico, and our readers are doubtless all familiar, so great has been the agitation of the subject, with the arbitrary and unwarrantable course of Spain with reference to American flour in these islands. Our flour, under the second-column or favored-nation clause of Spain's tariff regulations for Cuba and Puerto Rico, is now paying a duty, including port charges, of \$4.16 per barrel. Under the reciprocity treaty between the United States and Spain, which went into effect January 1, 1892, and which made special concessions as to sugar, our flour was admitted to Cuba and Puerto Rico at a duty of \$1 per 220½ pounds, or about 88 cents per barrel. Upon the abolition of the reciprocity treaty, Spain promptly seized the opportunity to raise the tariff on flour to the first-column or least-favored-nations rate, making it about \$4.44 per barrel. This was subsequently reduced, by the excessive agitation of the Cubans and Americans interested, to \$4.16 per barrel, where it now stands. Winter-wheat millers especially, who formerly had an important and growing trade in these islands, feel very severely and complain with much bitterness of the effect of this heavy tax upon their business.

RECIPROCITY AND ITS EFFECTS.

At about the same time when the reciprocity treaty was enacted with Spain, as applying to Cuba and Puerto Rico, others were concluded with Brazil and the Central American States. The policy of reciprocity, which was always a very popular one with the thinking business element of the country, was, however, completely obliterated by the passage of the Wilson bill. Something of the effect of the abrogation of

reciprocity relations may be seen by the following figures of flour exports compiled from Government returns:

	1893-94.	1894-95.	January 1 to July 31, 1894.	January 1 to July 31, 1895.
	<i>Barrels.</i>	<i>Barrels.</i>	<i>Barrels.</i>	<i>Barrels.</i>
Cuba	662, 248	379, 856	398, 283	200, 932
Puerto Rico.....	200, 813	118, 617	111, 682	67, 790
Santo Domingo	44, 173	41, 836	24, 323	23, 821
Other West Indies and Bermuda	937, 556	951, 492	546, 640	550, 555
Total	1, 844, 790	1, 491, 801	1, 080, 928	843, 098

These figures show that the loss to American millers in Cuba and Puerto Rico by the abrogation of the reciprocity treaty was nearly half of their trade. The case of Cuba is an extreme one, owing to the oppressive policy of Spain toward that island, which, it is believed, can not, in the nature of things, long continue, and certainly should not do so; but, in a less marked degree, the abrogation of reciprocity has affected our flour trade with every country with which treaties were concluded. As a matter of fact, the reciprocity policy, which promised so much for millers, had only just been inaugurated when it was destroyed by reactionary legislation. What proportions it might have reached under wise guidance, or what proportions it may hereafter reach under enlightened laws, is, however, faintly indicated by the results of the short trial which it received.

To Brazil our flour was admitted free in return for suitable concessions as to the entrance of Brazilian products—mainly coffee—into this country. Our trade in Brazil had been a constantly increasing one for many years, as the following figures of average yearly exports show:

Years.	Barrels.	Years.	Barrels.
1840-1849.....	253, 000	1880-1889.....	645, 000
1850-1859.....	395, 000	1890-1894.....	817, 000
1860-1869.....	352, 000	1894.....	921, 000
1870-1879.....	510, 000		

In the year ending with June 30, 1895, however, following the abrogation of our treaty with Brazil, our exports of flour dropped back to 775,425 barrels. American flour now pays a duty of about 42 cents per barrel. It is, moreover, in greater need of tariff concessions in that country than it has ever been before, from the fact that Argentina has gone, to a considerable extent, into the manufacture of flour, and is working, with some success, to secure possession of adjacent Brazilian markets.

American flour is almost entirely excluded from Mexico—which, owing to the fact that little wheat is grown in that Republic, should afford a large field for it—by the duty of about \$10.66 per barrel. Freight rates are something like \$10 per ton, and the basis of exchange is unfavorable, yet, with these enormous obstacles confronting it, 52,065 barrels of American flour found its way into Mexico in 1894-95 and 51,700 barrels in 1893-94. With relief in the direction of a more rational tariff it can not be doubted that business in American flour would grow rapidly.

The South American Republics and most of the West India islands have duties on flour which cut an important figure in American exports, since the United States already supplies some flour to the majority of these countries, and is the natural source of a much greater supply to them, were not their duties, to a greater or less degree, prohibitory. Probably there are few of these countries which would not be ready to admit American flour on favorable terms were they assured that reciprocal favors would be granted to their products by the United States. Among the duties imposed by these countries and islands we may instance the following, as showing the degree to which American flour is barred out by the tariff:

	Per barrel.		Per barrel.
Central America:		West Indies:	
Guatemala.....	\$2. 65	Antigua	\$0. 94
British Honduras.....	.25	Bahamas (10 per cent and).....	.60
Salvador.....	3. 54	Bermuda	5 per cent.
South America:		Curacao	1½ per cent.
Bolivia	.88	Jamaica	1. 94
Colombia	5. 49	Santo Domingo	4. 50
Ecuador	3. 14	St. Thomas	3 per cent.
Paraguay.....	.60	Trinidad.....	.75
Peru	High duty.	Turk's Island	.90
Venezuela	5. 25	Haiti	3. 83

Of recent years, United States mills have acquired quite a trade in China and Japan, which is not hampered by an import duty of any consequence. It, however, suffers very much from the "likin" or district taxes imposed upon it in China at each district boundary which it passes. This must necessarily operate to greatly restrict the trade, which, nevertheless, increases at a very fair rate, year by year, indicating what might be done in China were these vexatious taxes removed.

From the north as well as the south United States millers are hampered by tariffs on flour, Canada, New Brunswick, and Nova Scotia having a duty of 75 cents per barrel and Newfoundland one of 25 cents per barrel. While these taxes are severely felt, especially by the northwestern trade, it will be seen by the figures given herewith that the United States manages to maintain her foothold in the Dominion, though with little, if any, progress.

OUR SITUATION SUMMARIZED.

By looking over the figures given in the matter preceding, we shall perceive that the United States has practically no untaxed selling territory except Great Britain, Holland, and Denmark. Our flour has been driven out of France, Germany, Belgium, and Sweden by heavy and discriminating tariffs, and Denmark is even now agitating the feasibility of imposing a similar tax. On our southern border we are shut out of Mexico almost absolutely, and out of Cuba to a great extent. Brazil has placed, in retaliation for withdrawal of privileges as to the export of coffee, a duty on our flour which aids the millers of Argentina to supplant it. Most other South American countries in which we should have a good trade, if our laws favored reciprocity relations, have barred us out more or less completely. On the north, Canada and the maritime provinces, with the exception of Newfoundland, have weighted our trade to an extent which is greatly felt by our millers.

WHAT IS THE REMEDY?

As has already been said, American millers, while they suffer seriously from the simple fact that their flour is taxed on all sides, do not, by any means, find this their only grievance. The practice of admitting our wheat at a lower rate than our flour adds greatly to the difficulties under which the trade labors. There is little, if any, doubt that all continental countries which discriminate against our flour, as compared with our wheat, can be compelled by retaliatory measures to admit them on equal terms. France, which does not ordinarily need much of our wheat, owing to her own large crop, is an especial offender against the millers of the United States, in the fact that her reexportation laws are such as to amount to a bounty on her flour exports. Not content with absolutely barring out our flour, she appropriates our markets in Great Britain, taking our wheat when she wants it and utilizing it to deal us a blow in our principal selling territory. France is both directly and indirectly an offender against the flour makers of the United States. Her exports of manufactures to this country are very large, and it is highly probable that a little vigorous retaliation in behalf of American flour would bring France to see the advisability of more just methods.

The situation in Belgium, which shut our flour out by a tax imposed this spring, is indicated by the fact that for the past six months the arrivals of American flour at Antwerp have been only about 247,000 kilos, whereas formerly about 5,000,000 kilos were received in that time. There is no unity of feeling as to the tariff in Belgium, the opposition to it being great among the consuming classes. Moreover, the Belgian millers find that French flour, against which the tax was mainly directed, comes in as freely as ever, and they are dissatisfied with the results. In view of this state of things, it is most probable that the removal of the Belgian duty might be secured by comparatively small pressure from our Government.

There is no continental country whose flour tariff is oppressive to the American trade which does not export manufactured goods, more or less heavily, and which is not, therefore, especially open to the effects of retaliatory legislation. It is a fact so patent as to require little or no discussion, that in almost, if not quite, every one of these countries the imposition of taxes unfavorable to American mill products might have been prevented by legislative interference at the proper time.

On our own continent, and, as far as possible, in Europe, the policy of reciprocity, so auspiciously inaugurated, should be steadily pushed. This is a policy which is equitable on its face, which does not ask something for nothing, but which, on the other hand, does not propose to give something for nothing. It is the trade policy par excellence, and no greater blunder has ever been made in tariff legislation than the abrogation of the reciprocity treaties which had already been established to the south of the United States. There is a certain sympathy between the southern Republics of America and the United States which inclines them to enter into trade relations with us. At the same time, all have their own commodities to offer, and the principle of *meum and teum* is just as well developed with our southern

neighbors as it is with ourselves. An immense field for our flour lies awaiting development in these countries, and it should be the care of every miller and millers' association to work for the restoration and advancement of the policy of reciprocity with these Republics. Brazil, it is believed, would gladly respond to overtures in this direction. Cuba and Porto Rico, though not now independent, seem in a fair way to become so, when it is very certain that they will be glad to make acceptable reciprocal arrangements as to our flour. Even under existing conditions, it is said that Spain does not find the effects of the severe tariff against American flour satisfactory, and that she is inclined toward a more lenient tax.

WHAT WE ARE EXPORTING.

In spite of all the difficulties under which it has labored, the flour trade of this country has grown very steadily. The record for 1895, however, shows the bad results of the oppressive legislation recently enacted. We have lost 1,600,000 barrels from the record of 1894, while our wheat exports have also been 12,300,000 bushels less. We have at present to contend with heavy wheat exports from Russia and Argentina, which enable British millers to supplant our flour in a greater degree than they have done in former times. Since this state of things is almost certain to continue, there is the greater necessity that we secure fair markets in the many countries which now endeavor, arbitrarily, to shut us out. The milling capacity of the United States is probably three times as great as is necessary to supply the flour wants of our own citizens. It is obviously of high importance to the farmer, the miller, and, indirectly, to all classes of our population, that our wheat should be ground at home. It remains to be seen whether Congress will longer permit the chief industry of the United States to be maimed and dwarfed at the pleasure of foreign countries, which, nevertheless, expect the United States to import their manufactured products heavily and on favorable terms.

The large table given herewith shows the exports of American wheat and flour for six years ending June 30, with destinations. By observation of these figures, the position of our trade may be plainly seen. The disproportionate quantities of our wheat taken by continental countries clearly indicates what might be done by our millers there, even under a high tariff, were wheat admitted on equal terms with flour. Our considerable exports to Central and South American states, and even to Mexico, under the present oppressive tariff system, show plainly how easy it would be to enlarge those fields for our flour by suitable reciprocal treaties.

A further serious grievance among American millers is that wheat is exported at relatively cheaper freights than flour. This suicidal course on the part of the transportation companies adds to the already heavy discriminations against the manufactured product and greatly increases the burden of the home flour maker. Statistics of the Government, just at hand, show that, for the ten months ended October 31, 1895, our exports of wheat to Great Britain increased over 2,700,000 bushels, while our flour exports fell off about 1,100,000 barrels, a state of things which is attributed largely to the discrimination in freight alluded to. It is so evident that such discrimination is ill-advised and iniquitous in its effects that no argument would seem to be needed to secure legislation calculated to do away with the practice.

IN CONCLUSION.

To one possessing any familiarity with the milling industry and its immensity it appears wholly superfluous to adduce arguments as to the bald necessity to the country of its preservation. We are, before all, an agricultural nation, and our production of the cereals for many years must continue enormous. The advisability of maintaining and expanding our flour trade, as compared with that in the raw material, wheat, is very simply demonstrable. We exported, in the year ending June 30, 1895, 76,102,704 bushels of wheat, and got for it \$43,805,663. We exported, in the same time, 15,268,892 barrels of flour, and for it we received \$51,651,928. Had the wheat shipped gone as flour, the gain to the assets of this country, even at the present low values of the manufactured product, would have been over \$13,000,000. This takes no account of the profit which would accrue to American farmers, mechanics, and mill employees, most numerous and widely-distributed classes, and, through them, to all our citizens, of every rank and degree.

The arguments in favor of legislative aid and countenance to our mills are so unimpeachable in quality, and so irrefutable in logic, that it would seem as if there could be no need of pressing them upon the public attention. Yet, when we find American flour barred out by duties from nearly all the countries on the face of the globe; when we find our wheat admitted under a low tariff and milled to be used as a club to destroy our flour trade; and when, in addition, the very transportation companies which carry our products abroad discriminate heavily in favor of the raw material, it becomes evident that, plain as these facts may be, they are yet not so plain as to be visible to those from whom alone the remedy can come—our country's

lawmakers. The Northwestern miller is convinced that if these conditions were generally understood by our legislators as they exist, they would no longer permit the dominant industry of the United States—an industry upon whose prosperity that of millions of our citizens directly and indirectly depends—to struggle along against heavy and increasing odds, unaided and unencouraged, as it is now doing.

Wheat and flour exports from the United States, 1890-1895

	1890.		1891.		1892.	
	Wheat.	Flour.	Wheat.	Flour.	Wheat.	Flour.
	<i>Bushels.</i>	<i>Barrels.</i>	<i>Bushels.</i>	<i>Barrels.</i>	<i>Bushels.</i>	<i>Barrels.</i>
United Kingdom.....	38,240,523	7,423,988	29,820,650	7,037,420	67,293,960	9,603,910
Germany.....	8,786	6,275	263,887	8,864	7,635,926	54,277
France.....	3,846,505	283	13,843,054	70,134	42,139,488	210,402
Belgium.....	3,741,303	170,094	4,033,382	115,896	19,451,804	230,983
Holland.....	385,170	494,108	380,245	292,034	8,515,631	563,485
Denmark.....		390	38,379	15,012	1,779,539	32,625
Portugal.....	2,812,483	21,409	3,124,648	5,730	2,937,071	49,765
Italy.....					596,022	
Russia.....						85,424
Sweden and Norway.....		12,346	7,988	10,902	1,231,409	35,095
Canada.....	2,270,769	581,383	2,548,211	280,150	5,190,881	332,996
Nova Scotia and New Brunswick.....		90,996		15,102		16,955
British Honduras.....		10,998		15,625		15,277
Bermuda.....						17,711
Newfoundland and Labrador.....		129,951		117,086		122,824
Costa Rica.....	21,000	37,148	24,802	39,131	21,399	26,637
Guatemala.....	32,000	47,109	33,005	62,528	36,907	86,700
Honduras.....		12,130		18,822		14,440
Nicaragua.....		24,841		32,507		31,607
Salvador.....		47,875		59,784		65,160
Mexico.....		31,101		37,584		34,602
Miquelon, Langley, and St. Pierre Islands.....		16,564		10,657		11,723
British West Indies.....		456,438		523,216		475,855
Danish West Indies.....		31,377		24,772		26,928
Dutch West Indies.....		21,529		21,497		21,916
French West Indies.....		110,313		111,549		130,196
Haiti.....		167,740		224,938		201,813
Santo Domingo.....		31,675		38,431		29,231
Cuba.....		255,820		114,447		366,175
Puerto Rico.....		151,996		127,983		162,147
Brazil.....	1,768,234	687,342	580,127	722,369	164,622	918,547
Chile.....	27,592	340	45,134	11,607	57,594	76,006
Colombia.....		51,420		56,696		69,830
Ecuador.....		31,036		36,101		25,501
British Guiana.....		171,012		147,002		157,639
Dutch Guiana.....		12,505		13,803		18,837
French Guiana.....		4,704		4,302		4,888
Peru.....	92,039	120	63,956	1,507		808
Uruguay.....		10,809				
Venezuela.....		173,759		194,015		194,631
China.....		14,634		34,474		13,718
Hongkong.....		497,697		473,046		457,690
Japan.....		29,756		75,736		38,002
Asiatic Russia.....		11,590		12,595		9,790
Total.....	53,246,704	12,082,591	54,807,468	11,214,054	156,456,231	15,042,746

Wheat and flour exports from the United States, 1890-1895—Continued.

	1893.		1894.		1895.	
	Wheat.	Flour.	Wheat.	Flour.	Wheat.	Flour.
	<i>Bushels.</i>	<i>Barrels.</i>	<i>Bushels.</i>	<i>Barrels.</i>	<i>Bushels.</i>	<i>Barrels.</i>
United Kingdom.....	75, 513, 134	10, 361, 860	50, 868, 680	9, 987, 179	54, 373, 341	8, 857, 529
Germany	3, 136, 326	209, 719	1, 760, 779	286, 129	2, 526, 930	256, 650
France.....	7, 494, 384	1, 818	8, 701, 100	1, 963	1, 596, 791	1, 102
Belgium	8, 794, 955	195, 544	7, 028, 255	182, 722	.....	Note 1.
Holland.....	8, 556, 870	953, 525	6, 666, 186	1, 183, 602	.....	Note 1.
Denmark	1, 646, 027	37, 188	1, 010, 989	31, 145	.....	Note 1.
Portugal.....	4, 985, 235	5, 510	5, 730, 231	6, 087	.....	Note 1.
Italy.....	638, 965	.....	84, 636	.....	.....	Note 1.
Russia.....	.....	.....	.....	215	.....	Note 1.
Sweden and Norway	675, 171	82, 658	458, 042	64, 338	.....	Note 1.
Canada	5, 529, 705	418, 120	4, 193, 058	408, 772	.....	Note 5.
Nova Scotia and New Brunswick .....	.....	18, 051	.....	11, 069	.....	Note 5.
British Honduras .....	.....	10, 423	.....	8, 731	.....	Note 2.
Bermuda.....	.....	18, 655	.....	17, 071	.....	Note 3.
Newfoundland and Labrador .....	.....	130, 804	.....	100, 487	.....	Note 5.
Costa Rica.....	26, 766	37, 297	20, 000	48, 843	.....	Note 5.
Guatemala.....	24, 873	79, 583	19, 867	87, 597	.....	Note 2.
Honduras.....	.....	14, 529	.....	13, 387	.....	Note 2.
Nicaragua.....	.....	23, 905	.....	30, 922	.....	Note 2.
Salvador.....	.....	59, 756	.....	68, 755	.....	Note 2.
Mexico .....	.....	51, 700	.....	51, 700	7, 938	52, 065
Miquelon, Langley, and St. Pierre Islands .....	.....	11, 824	.....	12, 994	.....	Note 5.
British West Indies.....	.....	511, 552	.....	549, 824	.....	Note 3.
Danish West Indies.....	.....	28, 664	.....	27, 281	.....	Note 3.
Dutch West Indies.....	.....	26, 993	.....	22, 475	.....	Note 3.
French West Indies .....	.....	124, 969	.....	124, 820	.....	Note 3.
Haiti .....	.....	204, 095	.....	196, 085	.....	Note 3.
Santo Domingo .....	.....	24, 935	.....	44, 173	.....	41, 836
Cuba.....	.....	616, 406	.....	662, 248	.....	379, 856
Puerto Rico.....	.....	167, 053	.....	200, 813	.....	118, 617
Brazil.....	69, 928	837, 039	63	920, 869	63	775, 425
Chile .....	.....	7, 065	83	256	.....	Note 4.
Colombia .....	.....	75, 575	.....	108, 495	.....	113, 020
Ecuador .....	.....	32, 999	.....	24, 653	.....	Note 4.
British Guiana.....	.....	181, 860	.....	218, 847	.....	Note 4.
Dutch Guiana .....	.....	18, 372	.....	23, 275	.....	Note 4.
French Guiana .....	.....	3, 173	.....	3, 306	.....	Note 4.
Peru.....	.....	287	.....	918	.....	Note 4.
Uruguay .....	.....	27	.....	.....	.....	Note 4.
Venezuela .....	.....	210, 098	.....	215, 412	.....	Note 4.
China.....	.....	16, 059	.....	23, 717	36, 144	.....
Hongkong.....	.....	550, 132	.....	583, 608	.....	.....
Japan .....	.....	51, 836	.....	68, 428	.....	.....
Asiatic Russia.....	.....	10, 714	.....	19, 025	.....	.....
Total	115, 086, 339	16, 421, 972	88, 415, 230	16, 859, 533	76, 102, 704	15, 268, 892

NOTE 1.—Included under the head "Other Europe" in the State Department's preliminary report for 1884-85. "Other Europe" (excluding the United Kingdom, Germany, and France) is credited with taking 13,296,951 bushels of our wheat and 1,050,310 barrels of our flour in the year ending June 30. In 1893-94 these countries took 22,657,145 bushels wheat and 1,565,064 barrels flour, showing a loss of 9,360,184 bushels wheat and over 500,000 barrels flour for the past year.

NOTE 2.—Classed in preliminary report for 1894-95 as "Central American States and British Honduras," our wheat exports were 91,000 bushels, or about twice those of 1893-94, and our flour exports 282,323 barrels, or 24,000 barrels increase.

NOTE 3.—Classed under "West Indies and Bermudas" in preliminary report, and credited with 951,492 barrels flour, against 937,556 barrels in 1893-94, a gain of 11,000 barrels.

NOTE 4.—Classed with "Other South America" (including all countries except Brazil and Colombia), for which territory the receipts of American flour were 446,811 barrels in 1894-95, against 486,677 barrels in 1893-94—a loss of 39,866 barrels.

NOTE 5.—Classed in report for 1894-95 as "British North America," the receipts of American flour being 916,995 barrels, against 550,740 barrels. It is also interesting to note that British North America, though so large a wheat producer, took 4,110,255 bushels of our wheat in 1894-95, and 4,260,805 bushels in 1893-94.

British India and the East Indies, not named separately in the table, received 8,165 barrels American flour, against 3,600 in 1893-94; other Asiatic countries, excluding China and not including Oceania, 951,732 barrels, against 736,809 barrels, and Africa 14,757 barrels, against 19,015 barrels.

Buffalo Merchants' Exchange, Buffalo, N. Y.

MARCH 23, 1896.

DEAR SIR: The Buffalo Merchants' Exchange is on record as being favorable to reciprocity, and the members deem it expedient and advis-

able to apply the reciprocity principle to future tariff legislation, and recommend the enactment of a general law authorizing the President to negotiate reciprocity treaties with foreign nations so far as possible.

Yours, truly,

WILLIAM THURSTONE, *Secretary.*

National Association of Wool Manufacturers.

MARCH 23, 1896.

DEAR SIR: Your circular letter of March 4, 1896, asking the views of this organization as to the effect of the reciprocity treaties negotiated under the act of 1890 upon our foreign commerce and of their repeal, has been received, and after consultation with members of the executive committee I beg to submit the following reply:

This organization believes most heartily in the general principle of the reciprocity clauses of the act of 1890; believes that they were decidedly beneficial in extending the foreign commerce of the country, and favors their renewal at the earliest moment practicable. It is not able to offer any evidence in support of this belief outside of that contained in the official statistics of our foreign commerce, because the operation of these treaties did not extend to the particular industry in which its members are engaged. There are reasons for this which must be obvious to the members of your committee. The trade of the South American countries in woolen goods is at the most a small matter, as climate and habits lead to a comparatively limited consumption of these goods in those countries for clothing purposes. Even if the demand was larger it is not to be expected that American mills could supply it, even under the favorable conditions of reciprocity treaties, because the cost of production of these goods in the United States is so much greater than in the competing countries of Europe that our manufacturers can not ship to these markets with any expectation of underselling those who now have possession of them. The advantage gained by reason of the reciprocal arrangements would need to be at least equal to the tariff on woolens imposed by the United States Government as the condition of importation into this country, for domestic manufacturers do not find it possible, with the existing duties of 40 and 50 per cent, to control their own home markets in the most important lines of woolen goods.

There is another consideration in this connection, which has an important bearing upon the answer to your third question, asking if it is "expedient and advisable to enact a general law authorizing the President to negotiate reciprocity treaties with foreign countries, so far as possible." With several of the South American countries wool is an important article of export, and with one of them, the Argentine Republic, it is the most important article of export. From the several South American countries, mostly Argentina, we imported more than 37,000,000 pounds of wool in the calendar year of 1895, having a value of nearly \$5,000,000. In previous years, under the operation of the tariff of 1890 and those preceding it, our South American wool imports were about 10,000,000 pounds, mostly confined to the third class or carpet wools. It is well known that the wool tariffs have been especially framed for the exclusion of the South American mestiza wools, which are of very heavy shrinkage, and the competition of which was especially feared by American wool growers at the time of the passage of the tariff act of 1867.

I cite these facts for the purpose of directing the attention of your honorable committee to the obstacle they present to the enactment of "a general law authorizing the President to negotiate reciprocity treaties" in connection with any general tariff legislation which contemplates a restoration of the duties on wool. It is not at all probable that the Argentine Republic, for instance, would consent to negotiate any reciprocity treaty which involved the exclusion of her chief product from the United States, where her people know that a large demand for the mestiza wools exists, and the sale of which would be greatly increased under any reciprocal arrangements which made it the basis of future commercial intercourse between the two countries.

The manufacturers connected with this association are as a rule men who recognize that the industry of wool growing, if it is to be successfully carried on in this country, must be protected in some degree from the competing wools of South America, which are raised under conditions which involve a much lower cost to the producer. By reason of their attitude in this respect, and in view of the fact that they anticipate no extension of their markets in South America in consequence of reciprocity treaties, they are debarred from advocating any such general law as you have suggested in your circular.

Very respectfully,

S. N. D. NORTH, *Secretary.*

Board of Trade, Glencoe, Minn.

MARCH 23, 1896.

SIR: In reply to your circular letter of the 4th instant will state:

1. I think the reciprocity negotiations of 1890 with foreign nations of the Western Hemisphere were favorable to the United States.

2. The repeal of the act of 1890 by the tariff act of 1894 caused a restriction on the commerce of the United States, for the reason we had solicited their trade and had offered to exchange our productions for theirs, which they accepted, as it appeared a good market for their agricultural and mineral productions, and on our part our manufactories were producing more goods than we could consume, and, as those were nonmanufacturing nations, it would keep our artisans employed and stimulate commerce, both in the construction of vessels, in freighting them to and from the foreign ports, in the exchange of commodities which the tariff of 1894 abrogated.

3. "Is it expedient and advisable to apply reciprocity to future tariff legislation, etc.?" (a) Yes; to nations that are consumers of our manufactured goods and also large consumers of our agricultural productions. (b) No; do not think it expedient to enact a general law; the laws should be special with each nation, and should be annulled when not fully reciprocal.

4. What can be accomplished by diplomatic negotiations, etc.?

Have our diplomatic agents get the privilege from the countries to which they are accredited of opening a free exhibit of such goods as we manufacture or produce that would be desirable in the particular section or country they are located in, and have the sample goods admitted free of duty, and our naval vessels could not be better employed than in the free transportation of such exhibits.

Finally, in regard to the tariff legislation, I think it worthy of your consideration, the mode of levying duties. I think that the duties on

imports should be specific. An ad valorem duty is on the fictitious value, that may vary at each port of shipment, and a specific duty would do away with false invoices and other dishonest means to over-reach the Government. Every article can be classified and graded, and a much larger revenue received.

Yours, obediently,

HENRY WADSWORTH, *President.*

The Louisiana Sugar and Rice Exchange, New Orleans, La.

MARCH 9, 1896.

In reply to your inquiry as to the views we entertain on the question of reciprocity, we would say that the adoption of this policy in 1890 was a revival of the policy of Mr. Madison's resolutions in 1793, which had again been sought to be carried out by Mr. Benton in 1829-30, the first section of Mr. Benton's bill closely resembling the first section of the sugar schedule of the McKinley bill. Mr. Blaine's efforts toward the adoption of this policy bore fruit in the McKinley law, and abundant statistical information has already been laid before Congress.

Our opinion is necessarily based upon the manner of carrying out the policy. Were Congress to take off the duty on sugar, as the lever to open the ports of other countries to our products, and make no reparation to our sugar producers for thus leaving them naked, we would consider it unjust and unwise, but were the bounty law reenacted it would be both just and wise.

Yours, truly,

J. C. MURPHY, *President.*

Head of the Lakes Millers' Association, of Duluth and Superior, Minn.

MARCH 18, 1896.

DEAR SIR: The Millers' National Association, of Milwaukee, Wis., have sent us a copy of your circular letter of March 4, 1896, with the request that we reply to same, and in doing so we wish to state that our remarks are confined entirely to the effects of the reciprocity treaties on our foreign trade in flour, and not the foreign commerce of the United States in general.

1. The effect of the reciprocity arrangements negotiated by the Government under authority of the tariff act of 1890 was favorable to the furthering and enlarging of our business with the countries affected. Take, for example, Cuba. The flour shipments to that country during the years 1890-1894 were as follows:

	Barrels.		Barrels.
1890.....	225, 820	1893.....	616, 406
1891.....	114, 447	1894.....	662, 248
1892.....	366, 175		

which shows a gratifying increase during the years the treaty was in effect, our flour during that time paying a duty of 88 cents per barrel.

The trade with Brazil during these years also shows a substantial increase, being:

	Barrels.		Barrels.
1891.....	722, 367	1893.....	837, 639
1892.....	918, 447	1894.....	920, 869

while our shipments to Germany show a still larger percentage of increase, being:

	Barrels.		Barrels.
1891	8,864	1893	209,719
1892	54,277	1894	286,229

2. The effect of the repeal of the tariff act in 1894 was that our business instead of increasing, as it had been under the stimulating effects of the reciprocity treaty, fell off to a remarkable degree, our exports to Cuba in 1895 being only 379,856 barrels against 662,248 barrels in 1894, and the duty which under the treaty had been 88 cents per barrel was increased to \$4.16 per barrel, which it now is, and a prohibitive one.

Our trade with Brazil fell off during 1895 about 145,000 barrels and where heretofore our flour was admitted free there is now a duty of 52 cents per barrel. Our shipments to Germany in 1895 being 256,650 barrels, compared with 286,229 barrels the year previous under a tariff of \$1.54 per barrel, show a falling off of about 10 per cent, all of which we believe to be the direct effect of the abrogation of the reciprocity treaties with the above countries, and to the same cause we attribute the fact that France, Belgium, and Germany have all since put a discriminating and prohibitive duty on American flour, being 21 cents to \$1.06, 38 cents and 77 cents per barrel, respectively.

3. We are heartily in favor of a general law being passed authorizing the President to negotiate reciprocity treaties with foreign countries, for having already been tried and proven successful, as the record of the steady increase in our foreign business during the short period which the previous reciprocity law was in effect will show, we believe this to be the most practical, effective, and desirable way to open the markets of the world to our products.

4. Not alone are the high tariffs imposed upon our flour by most continental countries our only grievance, but the fact that, with the exception of Great Britain, Holland, and Denmark, they practically all have discriminating duties against our flour, compared with our wheat, being thus enabled to buy our wheat, manufacture into flour, and sell in their own markets at prices we can not compete with.

Under our present laws, we do not see that we are in a position to gain much by diplomatic negotiations with these countries, considering their avowed policy of discrimination, but backed by a general reciprocity law, coupled with a suitable retaliatory measure, we think they could be speedily brought to realize the injustice of their present attitude and cease their discrimination against our flour, which we consider to be of the most vital importance to the milling industry of the United States.

Yours, truly,

L. R. WILSON, *Secretary.*

Scranton Board of Trade, Scranton, Pa.

DEAR SIR: As the next meeting of this body will not be held until April 20, it was thought advisable to forward you a copy of the following resolution, that will be offered at that meeting for favorable consideration, to wit:

Resolved, That the repeal of the reciprocity arrangement in the tariff act of 1894 had a bad effect on business in general, and that, in our opinion, reciprocity is a good thing for this country, and the application of it in future legislation would be advisable. Signed, H. E. Paine, chairman committee on legislation and taxes.

Respectfully, yours,

D. B. ATHERTON, *Secretary.*

Report to the Galveston Chamber of Commerce of committee appointed on the 19th of March regarding reciprocity treaties.

Whereas we believe that the true essence of all commercial intercourse is an exchange of native products;

Whereas we believe that all commercial relations with foreign nations should be based upon reciprocity, and especially those with American Republics;

Whereas under existing circumstances the United States enjoys only a small percentage of the commerce of American countries that should be ours from our natural position, for want of equitable commercial treaties:

Be it resolved, That we, the Galveston Chamber of Commerce, as a body, heartily indorse the idea of equitable reciprocity treaties and believe it is the fundamental principle of commercial relations with all friendly nations, and especially with all American Republics.

Therefore, we respond to your questions as follows:

First. Was the effect of the reciprocity arrangements negotiated by the Government with certain foreign nations under the tariff act of 1890 favorable or unfavorable to the foreign commerce of the United States?

Answer. Incomplete as they were, very favorable, and would have been far more beneficial had we had American ships to handle the business, thereby retaining the millions of dollars freight money.

Second. What was the effect of their repeal by the tariff act of 1894?

Answer. Disastrous to all interests that had embarked in the business, owing to the repeal of the treaty without notice, thereby entailing heavy losses on them caused by their expenditures necessarily incurred in preparing to do the business.

Third. Is it expedient and advisable to apply the reciprocity principle to future tariff legislation and to enact a general law authorizing the President to negotiate reciprocity treaties with foreign nations as far as possible?

Answer. Emphatically, yes. We believe that reciprocity is the only true principle of commercial intercourse with friendly nations.

Fourth. What can be accomplished by diplomatic negotiations in extending the export trade of the United States?

Answer. We believe diplomatic channels are the only means of accomplishing these ends.

GUS. REYMERSHOFFER, *Chairman.*

ARTHUR B. HOMER,

B. I. GAUTIER,

Committee.

Tobacco Board of Trade, Clarksville, Tenn.

Your communication of 4th ultimo was laid before our board at its last monthly meeting, and I was instructed to reply to your questions, first, second, third, and fourth, giving as opinion of the board—

First. The reciprocity arrangements with other governments were decidedly favorable to our foreign commerce.

Second. The repeal of these features by the tariff act was unfavorable.

Third. It is expedient and very advisable to apply the reciprocity principle to future tariff legislation, and recommend a general law authorizing the President of these United States to negotiate reciprocity treaties with all foreign nations, and to make it the duty of our

ministers to foreign governments to bring fully before them the desire of our Government to form such treaties with them, believing that such treaties are beneficial to both parties of same, in the way of larger exchange of the products of the countries, and tend to closer friendly relations between us and the various peoples of the globe, for the sails of our merchant marine are "the white wings of peace." Trading peoples do not willingly quarrel with their customers.

The board has not felt it necessary to go into the statistics to show the advantages of reciprocity treaties, as you have no doubt those before you. As tobacco is our staple, and this is the Tobacco Board of Trade, it respectfully calls your attention to the fact that Great Britain collects a duty of 76 cents per pound on tobacco shipped from here to that country, costing here 5 cents per pound. Great Britain could reduce her duty to 40 cents per pound with gain to her revenue (as shown by the record of reduction of tobacco tax under our internal-revenue system) and great benefit to her poorer population, and the increased consumption would benefit the American tobacco planter, now much oppressed by the foreign duties.

Fourth. Great good can be accomplished by diplomatic negotiations for the extension of our foreign trade.

Very truly yours,

M. H. CLARK,
Secretary Tobacco Board of Trade.

The New York Board of Trade and Transportation.

At the regular monthly meeting of the New York Board of Trade and Transportation held December 11, 1895, the following resolution was unanimously adopted:

THE EXTENSION OF AMERICAN EXPORT TRADE.

Resolved, That, in the opinion of the New York Board of Trade and Transportation, the present year marks an epoch in commercial history; that the present is a time worthy of the best efforts of our producers, manufacturers, and merchants to extend the export trade of the United States, and that these efforts should be supported by a wise and progressive policy on the part of our Government. The principle of reciprocity should be recognized in our diplomacy; our consular service be controlled by civil-service rules and adequately compensated, and our carrying trade be fostered as far as possible by liberal pay for the carriage of mails on the ocean as well as on land.

DARWIN R. JAMES, *President.*

New York Chamber of Commerce.

Resolved, That, in the opinion of this chamber, the present year marks an epoch in commercial history; that the present is a time worthy of the best effort of our producers, manufacturers, and merchants to extend the export trade of the United States, and that these efforts should be supported by a wise and progressive policy on the part of our Government. The principle of reciprocity should be recognized in our diplomacy; our consular service be controlled by civil-service rules and adequately compensated, and our carrying trade be fostered as far as possible by liberal pay for the carriage of mails on the ocean as well as on land.

Henry D. McCord, President New York Produce Exchange.

In response to the request for an expression of my views of the benefits to be derived from the reestablishment of reciprocity treaties, I beg to say that in my position as president of the New York Produce Exchange (a body of 3,000 merchants and business men), I come in contact daily with a great number of the representative members, and understand their views pretty well on questions of business importance, and while no public meeting has been held on the subject of restoring reciprocity, I can safely say that two-thirds of the membership are in favor of it.

The short trial given reciprocity produced satisfactory results. During the time the treaties were in force the exports of produce and provisions increased more than threefold to all the countries with which such arrangements existed, and upon the abrogation of the treaties the volume of exports fell back to their present small proportions.

It is not only to the Produce Exchange that the benefits of reciprocity were made manifest. The commerce of the ports in the South and those of the Gulf were greatly benefited, while the farmer, the miller, the packer reaped their share of its benefits through the large increase in trade with countries with which close and friendly trade relations had been established.

Board of Trade, Tupelo, Miss.

DEAR SIR: In reply to your circular letter of the 4th instant I am instructed to say briefly:

That reciprocity treaties are nothing but limited free trade, and those under the law of 1890 were very favorable to the foreign commerce of the United States. That it is due to high protective tariffs maintained by our Government for the last thirty years that we have had very little trade with the Republics in the Western Hemisphere, when by proper legislation we might have had nearly the whole trade.

2. What was the effect, etc.?

The fact was to stay reciprocity relations, and the effect was an injury to our trade, of course.

3. No. Reciprocity trade relations are wrong in principle. The ostensible purpose is for a partial free trade, but the real purpose is, when our manufacturers have protection by a high tariff, for the Government, in the interest of these very manufacturers, to open the doors of commerce to them only.

4. Nothing; absolutely nothing. Have no protective tariff; levy a tariff for revenue only. Of course we must have revenue. The best and about the only diplomacy that will capture the trade of a foreign state is to admit as free of duty and tonnage as possible the goods and vessels of such foreign state or nation.

Very truly,

H. C. MEDFORD, *Secretary.*

Northern New York Millers' Association, Watertown, N. Y.

DEAR SIR: I write you in order to urge the necessity of passing at this session of Congress H. R. bill 3212. If this is not done the relief it might afford the milling interests of this country may perhaps be

delayed two years or more. It is needless to remind you that, relying upon an export trade, the milling capacity of this country far exceeds the requirements for home use. Owing to discrimination of the tariff of the Eastern Hemisphere against flour and in favor of wheat much of our wheat is exported to be ground and put in competition with the American-milled product.

Yours, truly,

E. W. HERRICK, *Secretary.*

Chamber of Commerce, Pittsburg, Pa.

*To the Ways and Means Committee of the House of Representatives,
Washington, D. C.:*

The chamber of commerce in this city, in response to your courteous invitation, desires to submit the following as its judgment in the matter of establishing closer commercial relations between this country and Mexico and the Central and South American States, known as "reciprocity."

At no time in the history of our country has a commercial question of equal importance presented itself. We have reached a point in both manufactures and agriculture so great that (call it overproduction or whatever else you please) we can not consume our output, and the necessity of finding new markets is an imperative one. At this juncture of affairs the acts of 1890, providing for enlarged traffic with our Spanish-American Republics, came into existence most opportunely for all parties in interest.

Orders at once began to pour into this country for supplies that had for a century or more been purchased in Europe. Shipments to our neighboring republics, which had been merely incidental, now expanded rapidly, and promised to become an integral part of our commerce.

At once a large and remunerative traffic came to our doors, reaching in value some \$25,000,000 in exports alone from our country, as an initial effect of the new treaties.

These treaties were no sooner abrogated than an almost total suspension of commercial relations followed, and have never been revived.

Reciprocity legislation, which promised such excellent results, was pulled up by the roots before the plan was fully in operation. No possible excuse can be offered for so wanton and mischievous a course. It was simply partisan politics run mad.

From a most reliable source we have information that orders from Central and South America to the city of Pittsburg, in amount of over \$200,000 per month, were canceled at once on repeal of the reciprocity laws, and a similar condition of affairs, it is fair to presume, prevailed in other manufacturing communities.

It is an imperative necessity that we should have new markets for our overgrown productions, and what customers are more desirable than those at home? None whatever. Next to our own, we find our American neighbors bound to us by political ties of the closest character, and, more than all, a strong desire on the part of the people to become customers through a system of reciprocal value to all parties.

To sum all up briefly and not weary your patience, we beg to remind you in this purely commercial question "that good business is good politics," and to insure that prosperity to the business interests of the country which it requires, we most urgently request that to this end you reestablish, without delay, such laws as will restore reciprocal

trade relations with all nations on the continents of North and South America.

Added to this, cheap and continuous water transportation to the seaboard will enable us to compete with the world for this traffic, without the necessity of compelling American workingmen to toil at the pauper wages paid European labor.

The consensus of judgment and expression of all commercial bodies in all sections throughout the land, without exception, ought to be sufficient to justify your speedy and thorough action in restoring reciprocity, and give to the commerce of the United States an even chance to compete with foreign nations.

Merchants' and Business Men's Association of Chester, Pa.

Whereas a bill is now pending in the House of Representatives at Washington, D. C., looking forward to the establishment of reciprocal trade between this and other nations: Therefore,

Resolved, That the Merchants' and Business Men's Association of Chester, Pa., do indorse and sustain the principle of reciprocity.

D. W. DEAKYNE, *President*.

M. L. JAMES, *Secretary*.

Semi-Tropic Fruit Exchange, Los Angeles, Cal.

APRIL 1, 1896.

We have your favor of March 4, and submitted the same to a meeting of our directors, held yesterday, March 31, and think they were unanimous in the subjects your favor outlines, as follows:

First. The effect of the reciprocity arrangements negotiated by the Government with certain foreign nations under authority of the tariff act of 1890 was favorable.

Second. The effect of their repeal was bad.

Third. We believe that it is expedient and advisable to apply the reciprocity principle to future tariff legislation, and to enact a general law authorizing the President to negotiate reciprocity treaties with foreign nations so far as possible.

Fourth. We believe that a protective tariff will accomplish more in extending the export trade of the United States.

Yours, truly,

J. A. REID, *Secretary*.

The Chamber of Commerce of Pensacola.

PENSACOLA, FLA., April 4, 1896.

Hon. A. J. HOPKINS,
Washington, D. C.

SIR: Your circular letter dated 4th ultimo, as chairman of subcommittee on reciprocity and commercial treaties, was submitted to our chamber at its monthly meeting, held on 2d instant, and I was directed to reply to the various queries, as follows:

1. Yes; very favorable.

2. We think it was injurious.
 3. Yes.
 4. If properly directed, much may be accomplished.
- Yours, very truly,

THOS. C. WATSON, *Secretary.*

Duluth Jobbers' Union, Duluth, Minn.

DEAR SIR: Relative to the circular of March 4, issued by the subcommittee on reciprocity and commercial treaties, our answers to the different clauses are as follows:

First. Favorable.

Second. Detrimental.

Third. Yes.

Fourth. A judicious selection of consular agents to disseminate trustworthy information as to the requirements of their special locality.

W. BUCHANAN, *Secretary.*

Commercial Club, Velasco, Tex.

The Velasco Commercial Club unanimously and most heartily favors reciprocity with the South American Republics, and believes that this would be of incalculable benefit to this entire country, more than anything else that can be brought about, in a commercial way, in the United States for the next fifty years—reciprocity of trade with the South American Republics.

W. W. ANDERSON, *Secretary.*

American Paper Makers' Association, New York, N. Y.

DEAR SIR: Referring to your recent courteous request as to our views upon the proposition now before your honorable committee, looking toward the reestablishment of reciprocal relations with other countries, through commercial treaties, and as to our experience and views as to the practical results secured to this country during the operation of the former reciprocity treaties, 1892 to 1894, we have to say that we have always felt that reciprocity commended itself as a business principle, and that if it were given a fair trial in the administration of our affairs and placed upon a sound basis, and adopted as one of the leading principles of our Government, it must soon result in materially enlarging our foreign trade, under most favorable conditions.

This was clearly shown by the rapid development of our trade with the South American Republics, which followed the establishing of reciprocal relations with these countries in 1891, through the able efforts of Secretary Blaine, and which grew from \$90,000,000, in 1892, to \$104,000,000, in 1893, and in which extension of trade, the paper industry, which we represent, was very much benefited; and its efficacy, as a principle, in dealing with these countries, was shown specially by the fact that, in 1895, after the repeal of the reciprocity treaties, our exports to these same countries fell off to \$87,000,000, the lowest point reached for many years.

Let reciprocity be established as the governing policy of our people, and easy access to these countries be established by regular steamship connections and proper banking facilities, and we are confident our trade with these countries alone would soon reach \$200,000,000.

All the correspondence and reports from our consular service in these countries have made it clear that the people of these countries would prefer to have close commercial relations with this country rather than with European nations.

It would also serve, in a special sense, to establish more cordial and permanent relations between ourselves and these countries, and go very far to bring about a general appreciation of the many strong qualities which have made our own country conspicuous as the leading commercial Republic of this hemisphere.

We sincerely trust that early steps may be taken, both to reestablish the reciprocal relations with all South American Republics, and to extend these relations to the other great nations of Europe.

EDW. H. HASKELL,
K. B. FULLERTON,
A. G. PAINE, Jr.,
W. H. RUSONS, Jr.,
J. FRED ACKERMAN,

Committee on Export, American Paper Makers' Association.

Board of Trade, Columbus, Ohio.

On motion of C. D. Firestone, the following was adopted:

Whereas a subcommittee of the Ways and Means Committee of the Fifty-fourth Congress has under consideration a bill to secure better markets for grain, grain products, meats, and all manufactured products of the United States; and

Whereas it is for the best interests of the business man, farmer, manufacturer, and wage earner to sell as many of our products in foreign countries as possible: Therefore,

Be it resolved, That the Columbus Board of Trade, representing 500 members, heartily indorse such a measure, believing that the passage of such a bill, having the proper safeguards thrown around it, empowering the President of the United States to enter into reciprocal treaties with countries from which we purchase goods, enabling this country to settle its balances in its own products instead of paying in gold, would be infinitely to the advantage of all our people, and we earnestly request our Senators and Representatives in Congress to use their efforts to secure the passage of such a bill.

Resolved, further, That a copy of these resolutions be forwarded by the secretary of this Board of Trade to our Senators and Representatives in Congress.

North Adams (Mass.) Board of Trade.

The following resolution was adopted last night by the North Adams Board of Trade without a dissenting voice:

Whereas during the period that reciprocity was practiced in this country we enjoyed not only the most marvelous prosperity that ever came to any country, but our relations with other countries were closer, more amicable, and gave promise of broader and better association;

Whereas since a change of Administration has been the cause of a suspension of those peaceful and profitable relations, the people of this locality, with the country at large, have suffered financially and to the harm of agricultural and manufacturing pursuits:

Resolved, That it is the opinion of the North Adams Board of Trade that Congress

should take immediate action looking toward the resumption of reciprocity with all nations where mutual advantage will result most beneficially to the welfare of the people.

It was also the wish of the Board of Trade that in forwarding the resolutions to your committee mention should be made of the fact that they were the expression of the representative organization of a locality which is peculiarly representative of both manufacturing and agricultural interests. For it is doubtful if there is another spot in the United States where are more conspicuously combined a great variety of manufacturing industries (including the manufacture of cotton and woolen goods and boots and shoes) with unusually diversified and important agricultural interests than this section of western Massachusetts and southern Vermont, of which our city is the central point.

We mention this in the hope that it may be of service to your committee. A copy of a paper containing a full report of the meeting at which the resolutions were adopted is also sent to you.

Very respectfully,

E. S. WILKINSON,
President North Adams Board of Trade.

The Commercial Club, of Newton, Kans.

SIR: In response to your inquiry of March 4, we have to say that at a meeting of the Commercial Club of this city, held April 15, 1896, the unanimous opinion of the club was—

1. The effect of the reciprocity arrangements negotiated by the Government under the act of 1890 was highly favorable to the foreign commerce of the United States.

2. That the effect of the repeal of the tariff act of 1894 was very disastrous.

3. It is certainly expedient and advisable to apply the reciprocity principle to future tariff legislation.

4. That by diplomatic negotiations the export trade of the United States can be greatly extended and the condition of our farmers greatly benefited thereby.

J. C. NICHOLSON, *President.*

Kansas Millers' Association.

DEAR SIR: Referring to your communication, which has been placed before our executive committee, beg to advise as follows, questions in order:

1. Very favorable, as far as we were concerned.

2. Think it was a detriment to the milling industry.

3. Yes; by all means. I think the only and effectual improvement will be through reciprocity.

4. I think that we can voice the sentiment of all the association that such a bill will do more to extend our export trade and revive our old-time prosperity than any action taken in a long time.

Very respectfully,

E. A. COLBURN, *President.*

Philadelphia Board of Trade.

SIR: Referring to your communication addressed to the president of the Philadelphia Board of Trade under date of March 4, 1896, in which you asked for an expression of views upon four questions therein stated relating to reciprocity arrangements and commercial treaties, I am instructed by the executive council of the Board of Trade to answer the questions as follows:

1. Was the effect of the reciprocity arrangements negotiated by the Government with certain foreign nations under the authority of the tariff act of 1890 favorable or unfavorable to the foreign commerce of the United States?

Answer. The statistics of the United States Government show that the reciprocity legislation as enacted in the McKinley tariff act produced a most favorable effect upon our foreign trade.

2. What was the effect of their repeal by the tariff act of 1894?

Answer. Most disastrous. Our export trade to the countries which had reciprocal treaties has been radically reduced.

3. Is it expedient and advisable to apply the reciprocity principle to future tariff legislation, and to enact a general law authorizing the President to negotiate reciprocity treaties with foreign nations, so far as possible?

Answer. The reenactment of the McKinley tariff act with its reciprocity clauses would be beneficial to the country.

4. What can be accomplished by diplomatic negotiations in extending the export trade of the United States?

Answer. Nothing desirable without such legislation as is stated in the foregoing.

I remain, sir, yours, truly,

W. R. TUCKER, *Secretary.*

The Commercial League, Fort Smith, Ark.

DEAR SIR: At a meeting of the Fort Smith Commercial League, held last night, your reciprocity bill now before Congress was fully discussed and unanimously indorsed. I was directed to inform you of the action of the league, and also to request the Senators and Representatives in Congress from Arkansas, in the name of the league, to aid you all they can in securing the early passage of the bill.

Yours, very truly,

R. H. ADAIR, *Secretary.*

Boston Chamber of Commerce.

DEAR SIR: Your valued favor of March 4, requesting the opinion of this body on the matter of reciprocity arrangements and commercial treaties, has been duly considered by our board of directors, and I am instructed by them to reply to your inquiries as follows:

1. In the opinion of the board, the effect of the reciprocity arrangements negotiated by the Government under the authority of the act of 1890 was favorable to the foreign commerce of the United States.

2. That their repeal resulted, in many cases, in the severance of commercial relations that had been entered into under the influence of the reciprocity treaties, and was, therefore, a distinct injury to trade.

3. In the opinion of the board it is expedient and advisable to apply the reciprocity principle to future tariff legislation.

4. It is the opinion of the board that the foreign commerce of the United States can be greatly furthered and extended through the efforts of our diplomatic representatives abroad, and that, when assisted by reciprocity arrangements, our representatives can render much more efficient service in this respect than when no such arrangements exist.

I am, sir, very respectfully, yours,

E. G. PRESTON, *Secretary.*

The Minneapolis Board of Trade.

Whereas the Subcommittee of the Committee on Ways and Means of the House of Representatives at Washington, D. C., desires an expression of the views and opinions of the commercial and industrial organizations of the United States regarding the effect of the reciprocity arrangements negotiated under authority of the tariff act of 1890, the effect of its repeal in 1894, and the advisability of applying the reciprocity principle to future tariff legislation: Therefore, be it

Resolved by the Minneapolis Board of Trade, That it is the sense of this board that the effect of the reciprocity arrangements by the Government of the United States with foreign nations fully justified the views of the eminent but now lamented statesman who gave them birth.

That we believe the reciprocity principle may in many cases be wisely applied to further legislation.

That, above all, we believe a national nonpartisan tariff commission should be established and constantly maintained, whose duty it should be to make most careful, systematic, and thorough study of the whole tariff question with a view to the gathering of such information as will enable it to recommend to Congress the enactment of tariff laws based upon scientific and righteous principles.

We also believe a nonpartisan national finance commission should be established and constantly maintained, whose duty it should be to thoroughly study the currency and finance systems of the different nations with a view to the making of such recommendations to Congress as shall result in the enactment of laws which shall secure to this country a thoroughly sound but flexible currency and a system of finance which shall not be subject to manipulation by speculators or too much dependent upon the judgment of persons who may be chosen or appointed to Government offices for which they may be unfitted because of natural disqualifications or previous inexperience.

Furthermore, we deprecate and desire to strongly denounce the unbusiness-like and thoroughly unpatriotic methods apparently pursued by many members of both Houses of late Congresses who have seemed willing to make and unmake, almost at random, laws which seriously affect the business interests of the entire country—all in order that the interests of themselves or their respective parties may be the better subserved.

We believe the time has come when the people of this country should assert with no uncertain sound that their representatives in Congress should be less subservient to party behests and more willing to concede reasonable differences, in order that harmony may prevail and this nation be given such sound and business-like legislation as shall maintain its position at the head of the nations of the earth.

Resolved, That a copy of this resolution be sent to the chairman of the Subcommittee of the Committee on Ways and Means, and also to the Senators and Congressmen from Minnesota, as well as to such boards of trade or commercial bodies as the president and secretary of this board shall see fit.

Respectfully submitted.

J. U. BARNES, *Chairman*.
J. T. WYMAN.
A. R. MCGILL.
O. E. NAEGLE.
B. J. KELSEY.

The National Live Stock Exchange, Chicago.

DEAR SIR: I have the honor in behalf of the executive committee of this exchange, in response to your inquiries of March 23, to hand you herewith a copy of the questions asked by you, and, immediately following, the answers of this exchange, as far as possible, thereto.

1. Give, if possible, the present total number of beef cattle in the United States compared with that of six years ago, and the decrease and increase annually.

Answer:

Year.	Number of cattle.	Increase+ or decrease—.
1891.....	36, 875, 648	.....
1892.....	37, 651, 239	+ 775, 591
1893.....	35, 954, 196	—1, 697, 043
1894.....	36, 608, 168	+ 653, 972
1895.....	34, 364, 216	—2, 243, 952
1896.....	32, 085, 409	—2, 278, 807

2. What is their value per head compared with six years ago, and how has that value on the ranch varied during the last six years?

Answer. According to the trade paper of this market, *The Daily Drovers' Journal*, export cattle weigh from 1,300 to 1,500 alive on an average. Such cattle sold in the Chicago market as follows:

Per 100 pounds.		Per 100 pounds.	
1890	\$3.75@ \$5.75	1893	\$4.00@ \$5.45
1891	3.70@ 6.25	1894	3.75@ 6.25
1892	3.90@ 5.60	1895	3.80@ 5.50

3. What causes other than the disturbance of our foreign trade by the repeal of the reciprocity treaties and the restrictions imposed by foreign countries have affected the profits and the growth of the cattle trade?

Answer. The general depression which has prevailed in all lines of business during the past two years and the comparatively low prices for other commodities has had something to do with the decline in prices for cattle and beef, but we attribute the main trouble to the repeal of reciprocal relations.

4. Give, if possible, the number of cattle annually exported on the hoof during the last six years by countries.

Answer:

Year.	To United Kingdom.	To France.	To Germany.	To Holland and Belgium.	To other countries.	Total.
1890.....	360,589	369	3,977	7,263	22,638	394,836
1891.....	345,797	5,885	5,223	7,303	10,471	374,679
1892.....	378,167	845	4,643	3,423	7,529	394,607
1893.....	280,996	None.	419	1,440	4,239	287,094
1894.....	345,734	5,184	3,069	1,865	3,426	359,278
1895.....	305,068	10,538	6,436	4,780	4,900	331,722

5. Explain the variations in export prices for cattle on the hoof during the last six years.

Answer. The variations in prices of export cattle was largely caused by the prices paid in London for same, which were as follows:

1890.....	8½ @ 13 c. (sinking offal)
1891.....	11 @ 13½c. (sinking offal)
1892.....	10½ @ 14¼c. (sinking offal)
1893.....	10 @ 14 c. (sinking offal)
1894.....	8½ @ 12¾c. (sinking offal)
1895.....	9 @ 13½c. (sinking offal)

See also answer to second interrogatory.

6. Has there been any change in the cost of transportation and other expenses of getting them to market? The object of these questions is to ascertain the value of American cattle in the market of the consumer to-day compared with that of six years ago.

Answer. This is a question that it is impossible for us to answer from any data in our possession, as there have been numerous changes in freight rates and undoubtedly a great many private contracts with transportation companies of which we have no definite knowledge.

7. Give, if possible, the number of cattle annually slaughtered in this country, with the proportion sold in the carcass and the proportion cured and packed.

Answer. The Government reports for the calendar year 1894 show that there were 36,608,168 cattle, other than she cattle, in the United States. The Cincinnati Price Current for the same calendar year shows that there were 420,835 head of cattle exported alive. It is proper to estimate that other cattle besides beef cattle would be 18,090,000 head, leaving the total number of beef cattle in the United States of 18,090,000 head, which were slaughtered in this country in the calendar year of 1894, which at an average of 700 pounds to the carcass would give 12,663,000,000 pounds, of which 204,314,960 pounds were exported in the carcass, which would leave 12,458,685,040 pounds of beef, of which 64,645,166 pounds were cured, packed, and exported, and 59,524,794 pounds were canned and exported, leaving 12,334,515,080 pounds of fresh, cured, packed, and canned meat for home consumption for the calendar year 1894. In this answer we have necessarily had to make an estimate of some of the figures submitted, hence only furnish figures for one year. The estimates used would hold equally good for any other year, and the results of any particular year could readily be ascertained by using the foregoing estimates in connection with the Federal statistics for such year.

8. The amount of capital and number of men employed and the amount of money disbursed annually in curing and packing beef and other preserved meats?

Answer. This question we consider as being foreign to the live-stock business, and we are unable from data in our possession to formulate a comprehensive answer.

9. The proportion of cured and preserved meats exported and the proportion consumed in the United States?

Answer. Our answer to interrogatory No. 7 gives the figures for cured and preserved meats exported. We have no statistics at hand showing the amount of preserved and cured meats consumed in this country.

10. The proportion of beef in the carcass exported and the proportion consumed in the United States?

Answer. We respectfully refer to our answer to interrogatory No. 7 for an answer to this question.

11. What effect did the reciprocity arrangement have upon the export trade in both fresh and cured and packed beef? Please give this information by countries as far as possible.

Answer:

Exports of fresh beef to countries indicated, compiled from the United States Treasury statistics.

Year.	To United Kingdom.	To France.	To Germany.	To Holland and Belgium.	To other countries.	Totals.
	<i>Pounds.</i>	<i>Pounds.</i>	<i>Pounds.</i>	<i>Pounds.</i>	<i>Pounds.</i>	<i>Pounds.</i>
1890.....	171,032,579	None.	None.	2,400	2,202,617	173,237,596
1891.....	192,456,458	None.	None.	None.	1,589,180	194,045,638
1892.....	219,103,267	None.	None.	None.	1,451,350	220,554,617
1893.....	205,911,093	None.	None.	None.	383,631	206,294,724
1894.....	193,331,292	None.	1,066	None.	559,466	193,891,824
1895.....	190,736,186	None.	239,750	None.	272,551	191,338,487

12. What was the falling off in the trade and the general result of the repeal?

Answer. The falling off in the trade is indicated in our answer to the preceding interrogatory, and resulted in a demoralizing effect upon our industry by forcing our surplus on already overburdened markets, largely owing to the prohibitive edicts of certain foreign countries placed thereon.

13. Please give a brief summary of the obstacles that exist to the extension of our export trade in both fresh and cured and packed beef by countries. What restrictions are offered in Germany, in England, in France, etc.?

Answer:

Germany.—Imperial order prohibiting the importation of cattle and fresh beef from the United States—Proclamation of the senate—Proclamation relating to the prohibition of the importation from America of living beef cattle and fresh beef.

[Translation.]

No. 111.]

SATURDAY, October 27, 1894.

The imperial chancellor, on the strength of paragraph 4, page 2, of the imperial law of June 23, 1880, concerning protection against and suppression of cattle diseases, after the arrival here of two shipments of American cattle containing sick animals, and after the certification by the imperial health office that the sickness is "Texas fever," has ordered the prohibition of the importation from America of living beef cattle and fresh meat. On the strength of paragraph 7 of the said law it is therefore ordered that—

The importation of living beef cattle and fresh beef from America is forbidden. The importation will, nevertheless, be permitted of such shipments as have left America before and including the 28th instant. The cattle the importation of which, according to the above provision, is still to be permitted must, however, be slaughtered at once in the slaughterhouse at this place.

Offenses against this prohibition will, according to paragraph 66 of the imperial law concerning protection against and suppression of cattle diseases, be punished with a fine up to 150 marks, or arrest, in so far as no greater penalty is prescribed

by law. In addition to this punishment, the cattle or fresh meat imported in contravention to this prohibition will be confiscated, whether the cattle or meat belong to the offender or not.

Given at the session of the senate, Hamburg, October 26, 1894.

France.—Ministerial order of February 24, 1895, prohibiting the importation of cattle from the United States.

[From the Journal Officiel de la République Française, February 25, 1895, p. 1074.]

The MINISTER OF AGRICULTURE:

Pursuant to the law of July 21, 1881, on the sanitary police regulations regarding animals, and the decree of June 22, 1882, relating to the regulations for the public administration for the observance of the same;

In view that there are many contagious diseases which do not exist in France but prevail among the cattle in the United States of America, cases having been found among animals imported from that country into Europe, it is only reasonable that measures be taken to prevent the introduction of these diseases into our territory, and having the opinion of the consultative committee on epizootics, and on the report of the counsellor of state, director of agriculture—

Resolved:

ARTICLE 1. The importation into France and the transit of cattle coming from the United States of America over our land and sea frontiers is interdicted until otherwise ordered.

However, cattle sent from the United States before February 24, 1895, shall be admitted providing they be landed under the conditions prescribed by law for the admission of foreign cattle.

ART. 2. Prefects of departments are charged, each as it concerns him, with the execution of this decision.

Done at Paris, February 24, 1895.

GADAUD.

Belgium.—Ministerial order of December 29, 1894, prohibiting the importation of cattle from the United States.

[Translation.]

MINISTRY OF AGRICULTURE, INDUSTRY, LABOR, AND PUBLIC WORKS.

Bovine animals coming from the United States of America. Importation prohibited.

The minister of agriculture, industry, labor, and public works, considering the law of the 30th of December, 1882, on the sanitary police of domestic animals, as well as the general administration regulation of the 20th of September, 1883, adopted in execution of this law; considering, again, the ministerial order of the 25th of August, 1894, subjecting to a quarantine of forty-five days animals of the bovine species shipped from the United States of America, contagious pleuro-pneumonia having been discovered among animals of this origin; considering that the same contagious affection was discovered on the 25th of December, 1894, in two animals shipped from the aforesaid country, and disembarked at Antwerp on the 17th day of the same month; considering the advice of the veterinary inspection service, orders:

ARTICLE 1. The importation and transit of animals of the bovine species coming from the United States of America are interdicted until ulterior disposition. The direct transit of these animals can be made by railway only, and in sealed wagons, and without being unloaded en route.

ART. 2. By exceptional measure animals of the origin indicated in the preceding article in course of shipment before the 2d day of January, 1895, may be disembarked at Antwerp, under the condition of being subjected in the port of that city to a quarantine of forty-five days at least, or may be directed toward a public slaughterhouse, to be there butchered in the delay provided for by the regulation dispositions.

ART. 3. The order above referred to of the 7th of December, 1894, is repealed.

LEON DE BRUYN.

BRUSSELS, December 29, 1894.

Denmark.—Decree regarding the prohibition of the importation of live cattle and fresh meats of the same from America.

[Translation.]

With reference to the act of April 14, 1893, No. 14, regarding contagious diseases among domestic animals, in order to prevent the importation of Texas fever, which is prevalent in America, it is hereby prohibited to import into this country from the continent named any live cattle or fresh meats of the same. This decree does not apply to meats packed in hermetically sealed cans. The decree of February 14, 1879, prohibiting the importation of live cattle from the United States of America is hereby abrogated. These regulations to take effect at once. Which is hereby proclaimed for the information and guidance of all concerned.

HORRING.

DEPARTMENT OF THE INTERIOR, *November 19, 1894.*

14. What specific recommendations have the cattle trade to make concerning legislation or diplomatic negotiations for the removal of these restrictions? What can Congress and the Secretary of State do to extend your trade?

Answer. If our executive and diplomatic departments have not the power to negotiate with foreign countries to remove unnecessary restrictions and place our commerce on a reciprocal basis, we do most sincerely urge that Congress at its present session will enact laws enabling them to negotiate and inaugurate such reciprocal relations, or in the event of failure to retaliate in such manner as to them seem most wise and expedient.

15. The committee would be very much interested in knowing, if possible, how much British capital is invested in American beef and pork industries, and whether such investors could possibly be influential in securing a removal of the discriminations.

Answer. There is no doubt that there is a large amount of European capital invested in American beef and pork and live-stock industries, and no doubt their influence could be secured in an endeavor to remove any unnecessary restrictions, but we would consider it inadvisable to solicit their influence before placing ourselves in such a position through reciprocity as would commend our cause to them and enlist their support.

Very respectfully,

C. W. BAKER,
Secretary.

THE HISTORY OF THE
CITY OF LONDON
FROM THE FOUNDATION OF THE CITY
TO THE PRESENT TIME
BY JOHN STOW
1618

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APPENDIX G.

ADDRESSES BEFORE THE COMMITTEE ON WAYS AND MEANS BY
REPRESENTATIVES OF THE LIVE STOCK INDUSTRY.

THE LIVE-STOCK INDUSTRY.

STATEMENT OF MR. S. W. ALLERTON, OF CHICAGO.

Mr. CHAIRMAN AND GENTLEMEN OF THE COMMITTEE: We come here to-day to talk to you as nonpartisans and as business men in the interest of the live stock growers and the farmers. Right here it might be well to state who we represent and what business we are in. In 1866 the great stock yards of Chicago were organized. Men came there from all parts of the country to sell live stock. Intelligent, farsighted men readily saw that Chicago was to be the live-stock center of the Northwest. A live-stock exchange was organized, to meet every week, and much cattle for foreign and other shipment came to Chicago. Later on there was organized an association called the "National Live-Stock Exchange," with meetings once a year, for the benefit and in the interest of the live-stock growers of Chicago, Kansas City, Sioux City, Pittsburg, and many other cities interested in this industry. The membership was some 1,800, and they meet annually to discuss matters relating to live stock. At the last meeting of the exchange, in December, it was decided unanimously that the National Live-Stock Exchange should appoint a committee to come to Washington and talk to this committee in behalf of reciprocity in the interest of the live-stock growers.

EFFECT OF THE RECIPROCITY ARRANGEMENTS.

After reciprocity was passed and became a law our shipments abroad were much larger than they are now, being distributed throughout England, Belgium, Germany, France, Sweden, and Norway. After reciprocity was repealed our shipments steadily decreased, and have experienced a considerable falling off ever since.

After reciprocity was repealed Germany and France set up that our cattle were diseased, and prohibited us from shipping them into their countries. The result was that we were able to ship our cattle and beef to England only, the only country of any consequence open to us, which made a loss of over two and a half million, because we were obliged to sell in England at 2½ cents per pound, which did not pay for the labor, trouble, and expense; and our shipments, also, to foreign parts were of necessity greatly reduced. The cattle in America were also greatly reduced in price, and have gone down \$1.50; because, for example, take a country consuming 10,000 head of cattle, and force 11,000 head of cattle upon that market, and you will not get as much for your 11,000 as you would have gotten for your 10,000.

Reciprocity enabled us to work off our surplus meat and find a ready market for our live stock. But now the farmers in this country are in great distress in consequence of all these things.

Of course, all of you gentlemen probably know more about reciprocity than we do, but I will state one argument just here in favor of having reciprocity restored. You say it will make cheap sugar. Can you do anything greater and better than to have cheap sugar for the people? Because the bill of the laboring man for groceries is one-half

sugar. Go to any farmer and ask him to give you information about his grocery bill, and he will tell you that one-half of it is for sugar.

Germany and France prohibited our cattle on the pretext that they were diseased. One of our objects in coming here, gentlemen, was to convince you that our cattle were healthy and that this prohibition on account of disease was only a pretext. In line with that object I will cite an example: I have been shipping cattle for twenty years. For the last three years I have lost only one steer from disease. I lost twenty or more the other day from drowning, but that is not pertinent. The insurance on cattle used to be \$10 per head, while the insurance to-day is only 68 cents per head, which shows that our cattle are healthy. They were never healthier, and only England is open to us now, because they say our cattle are not healthy.

RESTRICTION AGAINST AMERICAN CATTLE.

Mr. GROSVENOR. Some time after this reciprocity section was adopted as a law England made some further restriction in regard to cattle.

Mr. ALLERTON. The restriction England made originated from the idea that our cattle had pleuro-pneumonia. I was in England at the time, and therefore know all about it. This was almost totally confined to small places.

Mr. GROSVENOR. I found it in force at Glasgow in 1881. The cattle must be killed in ten days after the time the steamer is sighted at the port of entry.

Mr. ALLERTON. I think ten days is long enough. Keeping them after ten days is very expensive. They would run down fast. I believe if reciprocity was restored and the markets of the world opened to American products that it would not only relieve the Government, but would also relieve the farmers. The farmers were never in so bad a condition as they are now, with oats at 15 cents, corn at 20 cents, and other things in proportion.

Mr. TAWNEY. What countries with which we had reciprocity arrangements did you ship cattle to during the duration of those arrangements?

Mr. ALLERTON. We shipped to the countries of England, Germany, France, Switzerland, Belgium, and some to Norway and Sweden.

Mr. DOLLIVER. Were there any shipped to Spanish countries?

Mr. ALLERTON. Yes, sir; some were shipped to Spain.

Mr. DOLLIVER. What I want to know is, were any sent to South America?

Mr. ALLERTON. No dressed beef; but live stock was shipped from New York when we had reciprocity.

Mr. DOLLIVER. Do you know anything about any regulations prohibiting the importation of our cattle into Cuba?

Mr. ALLERTON. I do not know. I have not sold any there since reciprocity was repealed. I understand, however, a great many purchased cattle to go from New York. What they have done I can not tell you. I have not been able to sell any there myself.

ADVANTAGES OF RECIPROCITY TO THE FARMERS.

The CHAIRMAN. You started, when interrupted, to state something about reciprocity benefiting the farmers. I would like to hear what you have to say about that.

Mr. ALLERTON. About the benefit of reciprocity to the farmer. I think we were paying when reciprocity was a law about 5½ to 6 cents for extra cattle. We have been paying since that time from 4 to 4½ cents for cattle weighing about 1,500 pounds, which was a loss to the

farmer, because a well-matured steer will cost the farmer more than that; it will cost him 5 cents, and consequently it is a loss if sold for less.

Mr. DOLLIVER. Do you attribute this to the falling off in the European markets?

Mr. ALLERTON. Yes, sir. For, as I stated before, if you force 11,000 head of cattle upon a market requiring only 10,000, the 11,000 would bring no more and probably not as much as the 10,000.

Mr. DOLLIVER. Have you considered the number of idlers we have had in our midst during the last two or three years?

Mr. ALLERTON. That has not had much effect. I will give you an example, because in New England we sold very nearly as many cattle in 1895 as in 1892. You know it is a fact that New England only produces enough to last her people about nineteen days. They have bought, I think, on an average of 25,000 cattle. New England has been one of the great markets for the products of the Western country.

Mr. DOLLIVER. What means have you for ascertaining this?

Mr. ALLERTON. I go to the board of trade where the reports are made out. I then add together the foreign shipments and deduct them from the total production. That is probably as accurate as can be obtained and are close figures. We take these reports from the board of trade and we select from them the numbers of beef shipments that go to Europe and compare these shipments by years and thus obtain our comparative results.

Mr. DOLLIVER. Have you any means of making a statement of the falling off in the domestic consumption in the American market?

Mr. ALLERTON. We have no means except by taking the port receipts, from which you will find that they were less in 1895 than in 1893-94. It has been stated that the reason the farmers' products are so low is because they have an excessive crop. This is not true, as we have had no excessive crop. The great trouble with the people in the country is this: The farmer is obliged to ship his grain soon after gathering it, because money is very scarce in the country, and they can not carry it on the ground. He is compelled to ship it to center points, which costs about 15 cents. If carried on the farm they would cost only 2 cents, and it results in the farmer having to pay that 15 cents. That is a true condition of the country to-day. There is a great lack of money in the country, and the farmers can not borrow it.

Mr. GROSVENOR. What do you mean by lack of money?

Mr. ALLERTON. You would understand if you were a farmer in Illinois and had to sell your crop because you could not borrow money to carry it, and therefore have to sell at a loss.

Mr. GROSVENOR. There is more money in the country now than ever before.

Mr. ALLERTON. Not in circulation.

Mr. GROSVENOR. Probably not in circulation, but in volume.

RETALIATION FROM EUROPEAN COUNTRIES.

Mr. GROSVENOR. What means have you of knowing that these restrictions are placed upon us in consequence of the repeal of the reciprocity clause?

Mr. ALLERTON. Germany and France, after reciprocity was made a law—I am familiar with this because I have been there—commenced to engage in raising beets, because it gave their surplus labor employment and did not exhaust the soil. They said to themselves, we will ship our sugar to America and buy American products. Immediately after this

clause was repealed they made the claim that our cattle were diseased, knowing that the President did not have it in his power, except through Congress, to prohibit their products. That is the reason they declared our cattle sick. I stated to my friends here to-day. These gentlemen to whom we are to talk know more about reciprocity than we do, but the important thing we want to impress upon them is the fact that our cattle are healthy.

Mr. DOLLIVER. They make the fullest pretenses.

Mr. ALLERTON. They do so, and we believe it is our duty to present that our cattle are absolutely healthy. And I believe they did this because they knew the President had no authority to retaliate.

Mr. McMILLIN. Is it not a fact that at the time when France and Germany had no products our meat products were needed, since which time the status of affairs has changed and they do not?

Mr. ALLERTON. No, sir; in this country there are a million cattle put in cans. The larger percentage of that is extra and they can not well get along without it, but they keep increasing their duty on them, which depreciates the value of our live stock. That is, this is done by Germany and France.

Mr. McMILLIN. They destroy the profits by excessive duties?

INFLUENCE UPON THE PRICE OF CATTLE.

Mr. ALLERTON. Yes, sir. That, you see, influences the price of our cattle, because a million or more are put in cans each year, and as the duty is increased the value depreciates. If our cattle were sick you see they would have as good a right to reject our canned goods, but they do not.

Mr. McMILLIN. Has not our beef brought better prices than usual for the last few months?

Mr. ALLERTON. Our cattle are \$1.50 lower than when we had reciprocity with 600,000 less cattle.

Mr. McMILLIN. Can you give these prices?

Mr. ALLERTON. I can not tell from memory. But I think from 5 to 6 cents.

Mr. McMILLIN. What we want is definite information. We could then compare those prices with the prices of the present time.

The CHAIRMAN. Before you came in Mr. Allerton had gone over that subject and given the committee figures.

Mr. ALLERTON. I may not be able to give them accurately, only as they run in my mind. It was ranging from 5 to 5½ and 6 cents, while we are now paying about 4¼ cents.

Mr. McMILLIN. Can you not give me the dates on which those prices prevailed?

Mr. ALLERTON. The cattle market varies. Last spring it was good and at other times it is not so good. The Secretary let in Mexican cattle and that depreciated the value \$1. If you request it, our president will go home and find out exactly what the figures are.

Mr. TAWNEY. It would be more satisfactory to have this information definite.

Mr. ALLERTON. You have the report of our board of trade which gives it.

The CHAIRMAN. I would be glad to have you bring that forward and introduce it, Mr. Allerton.

Mr. ALLERTON. You want to remember that the market is fluctuating. It depends upon whether the grain crop is excessive or not. Cattle the spring of last year were high because of the great shortage in

the home demand, and because there was not much grain up to October. Our crop of grain in 1894 was lost from the lack of rain, and our cattle receipts went down very much because the people did not have the grain with which to feed them.

Mr. TAWNEY. What has been the restriction imposed by France?

Mr. ALLERTON. Nothing but disease. No other pretext. And as I stated to the members of our Live Stock Exchange I thought the thing we wanted to present to you clearly and distinctly was that our cattle were never healthier.

Mr. GROSVENOR. I think you said in your statement that you had lost only one steer.

Mr. ALLERTON. Yes, sir. I think the very best evidence we can present to you is the fact that when we commenced to ship cattle we paid from \$5 to \$10 per head insurance on live cattle. We now get these cattle insured for 68 cents per head.

Mr. TAWNEY. What is the obligation of the insurance companies?

Mr. ALLERTON. To pay the loss on cattle in transit if they get drowned or die.

Mr. TAWNEY. If they die in transit the insurance company has to pay what they cost?

Mr. ALLERTON. Yes, sir. I think this is a most conclusive argument, as the insurance people are some of the shrewdest business people in the country, and they would not make such a reduction in the rate if our cattle were unhealthy and the insurance companies ran great risk. I don't know, gentlemen, that there is anything further that I can say on this subject.

INSPECTION OF CATTLE.

Mr. DOLLIVER. Is there any inspection?

Mr. ALLERTON. Yes, sir; all cattle must be inspected and tagged. When shipped from New York they are inspected in New York and tagged by the Government inspectors. Dressed meat is also inspected.

Mr. DOLLIVER. I have heard it stated that the officials who carry on this inspection are careless, and that the inspection was not thorough.

Mr. ALLERTON. I think it just as thorough as possible. The cattle in Chicago have to go through a pen and be inspected one by one, and be tagged in the ear. But when the cattle come from Kentucky and this side of New York they have a rigid inspection there and must carry the Government tag. I think the inspection is as good and thorough as it is possible to make it.

Mr. JOHNSON. We have spent a good deal of money through the Agricultural Department for stamping out diseases among cattle, especially pleuropneumonia and Texas fever, and the Department attributes the health of our cattle very much to that work. How do you regard that?

Mr. ALLERTON. I regard it this way, there never was any pleuropneumonia in this country.

Mr. JOHNSON. How about Texas fever?

Mr. ALLERTON. We have had Texas fever, and I think I can explain Texas fever to you. Texas fever comes, in my opinion, from this cause, that the cattle are covered in spring with large ticks. If you buy these cattle with these ticks on them and put them in a pasture field and keep them separate you can have the native cattle around them; but if you turn the native steer into that field the native steer will die in three days, and it all originates from the ticks; but Texas cattle under certain conditions are as healthy, in my opinion, as any cattle in the

world. I have experimented on them to find out for myself. I have bought Texas cattle with ticks and kept them in a field and kept the other cattle separate and never lost any, but if you turn in a steer and he eats these little ticks he will die in three days. I think the cattle in northern Texas never were in any healthier condition than they are to-day, and I think Texas cattle are all right and healthy except when they have these ticks on them, and that is my judgment. Are there any other questions you would like to ask me?

INSPECTION BY GERMANY.

Mr. DOLLIVER. I would like to know the view the German Government takes, for instance, with respect to our inspection of these cattle and dressed meat—whether they regard that inspection important or valuable, or whether their action is a protest against the inefficiency of that inspection.

Mr. ALLERTON. The evidence that they will not receive our cattle is clearly indicative that they do not pay any attention to the inspection. I think other gentlemen here can explain about the inspection, especially Mr. Doud, who is in the business, and he can tell you the inspection by the Government is thorough and rigid.

The CHAIRMAN. Mr. Allerton, is it not a fact in Germany they have an inspection there and instead of taking the certificate of the American inspector as *prima facie* they ignore that almost entirely and send their own inspectors into the flock of cattle and they determine whether they must be received or not?

Mr. ALLERTON. I think they do. We can ship the cattle there and they refuse them and say the cattle are diseased.

Mr. TAWNEY. Have you been in Germany since they have commenced discrimination against our cattle or beef products?

Mr. ALLERTON. No; I have not, but I have some friends and partners who have been.

Mr. TAWNEY. Can you state to the committee what method the people of Germany employ for the purpose of discriminating against our beef and beef products over there?

Mr. ALLERTON. They simply declare our cattle are diseased.

Mr. TAWNEY. Do the retail dealers use any signs or anything of that kind in their shops to indicate such discrimination?

BRITISH DISCRIMINATION AGAINST AMERICAN BEEF.

Mr. ALLERTON. They do in England. England discriminates against American beef. I will explain that to you. You can ship the quarters of a steer to England for one-third of what you can ship a live steer for, and the English people will pay \$2 a hundred more on a live steer, because that is sold as English beef, and the dressed beef is sold as American beef. Of course our citizens who go to England want to eat English beef, and would not eat American beef, so they sell our live cattle as English beef for them to eat, and it costs, say, 50 shillings a head, or \$12, to ship a live steer, whereas you can ship the quarters of that steer for \$5 or \$6, and they always pay about \$2 more a hundred for beef out of a live steer than that brought over in a refrigerator, although our dressed beef goes over in perfect condition, and the system of refrigerating is absolutely perfect; and there is where they discriminate, and I think that is virtually due to a good many of our people who go over there, because they do not want to go over there and eat American beef. Are there any other questions, gentlemen, you would like to ask?

The CHAIRMAN. Do any of your friends desire to be heard this morning?

Mr. ALLERTON. Mr. Thompson is president of the National Live Stock Exchange, and he would like to speak a few words.

STATEMENT OF MR. W. H. THOMPSON, JR., OF CHICAGO.

Mr. Thompson said:

Mr. CHAIRMAN AND GENTLEMEN OF THE COMMITTEE: I have very little to say, as I could not add much to what Mr. Allerton has stated, only to say a word in behalf of the National Live Stock Exchange, which we represent. We thank you for your courtesy in listening to our speeches, and we do most assuredly come before you with a petition direct from the producers. Those are your constituents and those are the men who afford us an opportunity to make a living, because we are in the live-stock business. But I would like to add one thing with reference to the inspection which you asked Mr. Allerton, and that is it is a rigid inspection. The inspection of live cattle most assuredly is, as Mr. Allerton has stated, very rigid and very strict. There is not a quarter of beef, I may say, that is exported but what has the Government stamp. Therefore, that indicates a rigid inspection of the post-mortem.

Mr. JOHNSON. Does this inspection extend to a microscopic inspection?

Mr. THOMPSON. Yes, sir; if the veterinary has any doubt, but not unless he has a doubt; this is different from the hog product; of course that has to go through that kind of an inspection. Now, I would say that if there is a question that you gentlemen would like any information upon and we can give it, I guess we can answer almost any question that you will put in writing, and we will hunt up the information and give you all the information.

Mr. DOLLIVER. That enables me to ask a question which I asked of Mr. Allerton. It is stated that the product of live cattle is 600,000 less this year than it was in previous years, and that there has been a loss in sales by reason of the discrimination of Germany and France against them of 17,000 head a week, or about 800,000 a year. Now, I want to know if the Live Stock Exchange has any figures to show the falling off in the domestic consumption of meats, especially cattle, since 1892, by reason of the idleness and reduction of wages of the people of our own country.

Mr. THOMPSON. By giving us time we will answer all those questions as nearly correct as it is possible to obtain.

Mr. DOLLIVER. I would be obliged if we could have reliable figures as to how much less meat has been eaten in the United States in the last few years.

Mr. THOMPSON. We can show it; but as to the production, the Government report on the 1st day of January last states the production of cattle at 300,000 less than it was in 1895.

Mr. DOLLIVER. And you state the price is \$1.50 less?

Mr. THOMPSON. Yes, sir.

Mr. DOLLIVER. We want that state of facts with reference to the consumption in the United States.

Mr. THOMPSON. We will make it plain to you, sir, and I would still further say that Government report also states that the year of 1895 was the smallest production of cattle since 1882.

Mr. JOHNSON. In getting the exact figures it will serve the purpose just as well if you send them within a reasonable time as if you had it to-day, so that we can get it in the hearing.

Mr. THOMPSON. If you would make those questions in writing we will answer you in writing with any information possible for us to obtain, and I guess we can answer any questions that are propounded; but, of course, we have got to go home and look up the figures.

Mr. DOLLIVER. I think the question I asked will cover what we desire.

The CHAIRMAN. Would it not be well for the subcommittee, in view of the fact that we have not the exact information, to formulate a series of questions and submit them to the president of this association?

Mr. DOLLIVER. I think so.

The CHAIRMAN. We will send to your address a series of questions that will call for the exact information suggested by Mr. Dolliver's questions and those of the other members of the committee.

Mr. THOMPSON. There is no doubt, sir, we can answer all the questions satisfactorily; and, as I say, we are in the interest of the producer, and we will do anything possible, and we do lay this petition before you for reciprocity.

GOVERNMENT INSPECTION IN THE UNITED STATES.

Mr. JOHNSON. Just one more question that you brought out, and perhaps you can make it a little more distinct, and that is on this subject of the significance of the tag which represents the Government inspection here. I thought you stated that in the hog product the inspection actually went into a minute microscopic inspection, and that beef or steers had to have a tag on when shipped abroad?

Mr. THOMPSON. Understand me, the product of the hog has to be cured and of course the Government inspector can not examine every piece of meat that is exported—that is, of the hog; but of the cattle he sees every pound of meat and places on every quarter of dressed beef the United States stamp, the inspectors' stamp, and on every animal that is exported alive—that is, every steer—he bears a tag, which is a pass tag, and without that pass tag he certainly could not be shipped. If that tag was put on the steer in Chicago, and before he arrived in New York in transit he should lose that tag, the inspector in New York would inspect that animal and place a tag on him—that is, if he was a sound animal.

Gentlemen of the committee, I thank you.

The CHAIRMAN. Just leave your address with the reporter and we will send some questions to you to be answered.

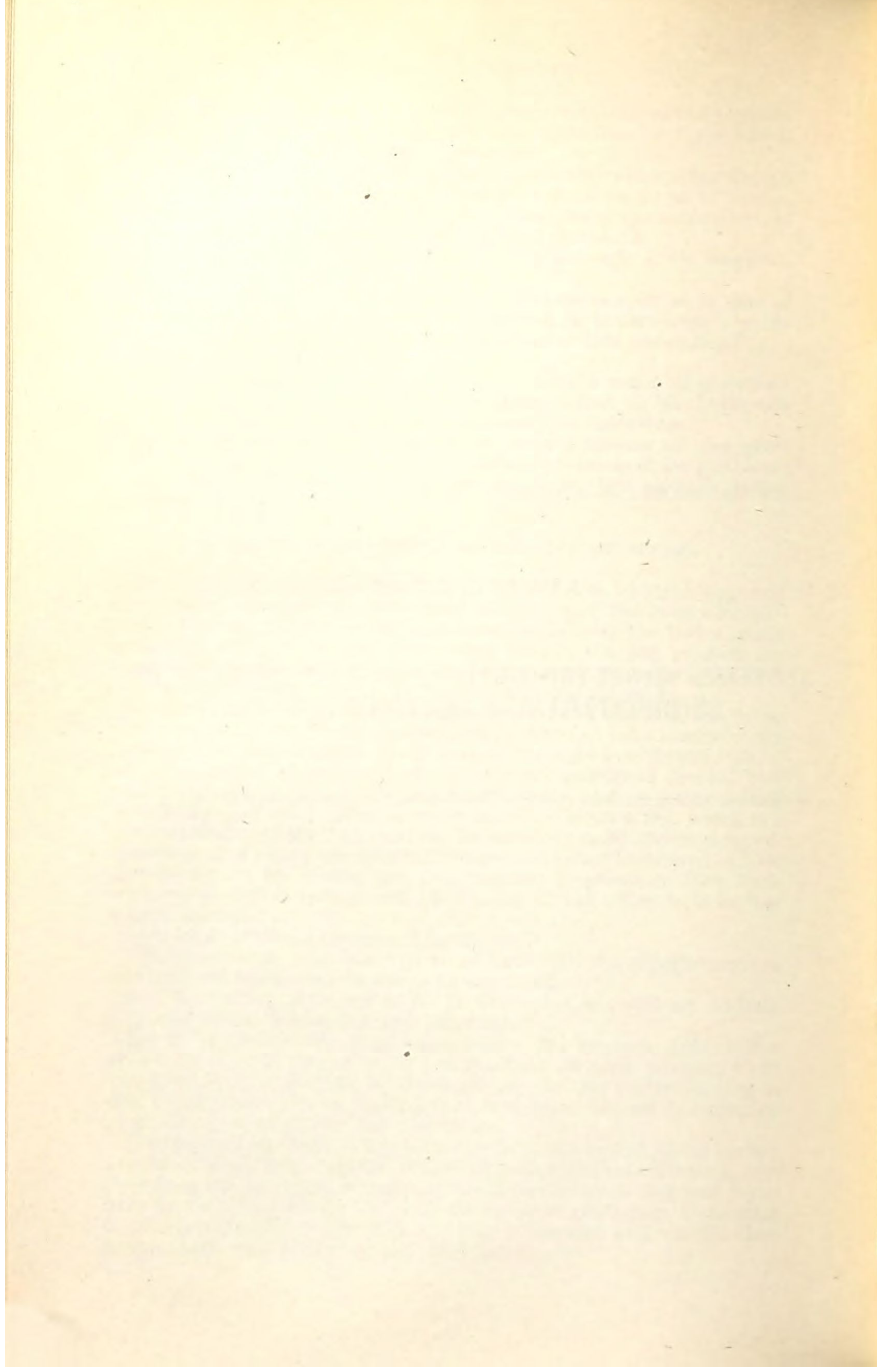
Mr. THOMPSON. My name is W. H. Thompson, jr., and my address is United States Yards, Chicago, Ill., room 7.

Mr. L. B. DOUD. Mr. Chairman, before you adjourn, I think Mr. Thompson did not appear to be positive that all pork products went through a rigid inspection by the Government. My understanding is that every piece of pork product that is shipped abroad is inspected by the Government under the microscope.

The CHAIRMAN. That is my understanding, as I looked up the matter a couple of years ago, when the Wilson bill was under consideration, and I got from the Secretary of Agriculture the exact work that was being done by the Government. If there are no other gentlemen who desire to be heard, I will declare this meeting adjourned, and we will then communicate with you as we have intimated.

APPENDIX H.

ADDRESSES BEFORE THE COMMITTEE ON WAYS AND MEANS BY
REPRESENTATIVES OF THE FLOUR INDUSTRY.



THE FLOUR INDUSTRY.

STATEMENT OF MR. C. G. JONES, PRESIDENT OF THE SOUTHWESTERN WINTER WHEAT MILLERS' ASSOCIATION, OKLAHOMA CITY.

Mr. CHAIRMAN AND GENTLEMEN OF THE COMMITTEE: The first duty that I wish to perform is to thank you for the kindness and the attention that you have paid to me and my associates. It is not my purpose to take up more than a few minutes of your valuable time in further discussing this very important question, which has already been so ably presented to you.

The American flour milling industry is greatly in need of legislation that will authorize the United States Government to enter into reciprocal commercial treaties with other Governments and grant authority for retaliation by our Government against the commerce of nations that persistently discriminate against American flour and other agricultural products. The need of such a law has been keenly felt ever since the abrogation of former reciprocal treaties between this and other Governments, but the opportunity for procuring the enactment of a bill promising the desired remedy has only recently been presented.

The losses of the American flour trade during the past year caused the withdrawal of more than \$10,000,000 gold from the United States Treasury that need never have been shipped abroad had the last Congress been as solicitous for the commercial welfare of the nation as it was zealous in the interest of spoilsmen. We know to our sorrow the effects of commercial warfare with nations grown so "wise" and so solicitous for the welfare of their native producers as to tax to the highest limit of peaceful human endurance ever mouthful of bread their people eat, in order to "protect" them against the competition of the fraction of their supplies they must buy abroad. We have too long submitted to the arrogant and arbitrary discrimination as practiced by nations that only develop a neighborly spirit when seeking American gold in exchange for their products. We want no class legislation in favor of flour millers or any other class of American bread or food stuff exporters; we seek no protection, hence we can afford to

NOT ONLY REQUEST BUT DEMAND FAIR PLAY.

That is the business on which the three leading millers' associations of the United States—the Millers' National Association, the Winter Wheat Millers' League, and the Southwestern Winter Wheat Millers' Association—are now bent. We want reciprocity with the nations that wish it with us, and statutory authority for prompt and effective retaliation against those that rear insurmountable barriers against our commerce. The merits of our products, our ability to place them in the markets of the world better and cheaper than the breadstuff producers abroad do or can, and the fundamental laws of trade entitle us to all we

ask. It is merely a question of establishing our claims by legislative recognition. The opportunity is at hand; will we embrace it and win, or neglect it and permit our foreign trade to languish and go into untimely decline at the caprice of Governments that owe their own subjects, aside from our rights, better treatment?

The evil effects resulting from the abrogation of our reciprocity treaties with several nations have impressed upon the breadstuff exporters of the United States very forcibly the folly of abandoning a system that admits of profitable interchange of products between this and other countries in lieu of a system that has most seriously interrupted international traffic without any promise of future gain in any direction. The interest that prompts inquiry and suggests a remedy in this instance is higher than political concern, and the cause involved is far more holy than the welfare of any political party.

If it were practicable to ignore politics entirely in the discussion of trade questions we would be much pleased, for there is that indefinable something in party allegiance that at times halts even sturdy business men short of their full duty to the commercial world, society, and the State. By this we mean it is for politicians, not business men, to inquire what party is responsible for a condition resulting from unwise legislation. The great commerce destroyers of this generation are not the war ships, but the impotent bunglers in charge of the affairs of States, who prefer to wrangle over the causes of disaster from a political point of view, rather than to apply the remedy suggested by plain and simple commercial usage. It is reserved for trade winners, the commerce builders of the world, to overcome the baneful influence of the enemies of unrestricted trade, and when these fail in their duty the world must suffer in consequence. Ill-faring commerce does not alone affect its directly related interests, but radiates its influence, apportioning its misfortunes throughout the land so misruled. It is therefore plain that

THE DUTY OF EVERY PRODUCTIVE AND MANUFACTURING INTEREST

in America is to aid in the extension of the foreign markets we may have a natural and reasonable right to enter with our surplus on a competitive basis. In the matter of applying remedies, we need not bother our heads about who, or what party, is to blame for mistakes, nor need we for life bind ourselves to the party that gives relief. All that is asked of Congress is due the people, and it should be the pleasure of the people's representatives to cheerfully render the service most desired.

Viewing the question thus, it seems the duty of every farmer, grain merchant, miller, and breadstuff exporter in the United States, whether protectionist, free trader, or tariff-for-revenue-only adherent, to lift up his voice in support of the bill above referred to, now pending in Congress.

Many reasons may be given why their duty is as stated, the best of them all being that the Kerr bill is the only promising remedy for the existing state of affairs, proposed. We have no expectation of free trade, nor have we need of higher protective tariff laws, except to employ in defending national interests by means of retaliation, and this the Kerr bill promises, in addition to its reciprocal feature. It may not be all that could be desired in a tariff-reform bill, nor need we ever expect a bill that is all of that to reach enactment, but we can all rest assured that it constitutes a vigorous movement in the right direction, and will form, if made a law, a firm foundation on which to build in the future.

At this time we are concerned with the promise of early relief, and until we have wrought that we should have no efforts to bestow upon plans for the distant future. We must, as a commercial nation, decline to theorize; we must resolve to meet and master conditions as we find them. That is why we can not afford to view questions bearing directly upon our commercial interests as a nation through political spectacles, and also why we can not afford to rely upon promises for future relief when we have a fighting chance, at least, for success at present.

OBSTACLES IN THE WAY OF TRADE.

We are all interested in increasing the demands for the product of our great and leading industry, so ably represented on this occasion. There are three principal obstacles in the way of stimulating the demand for our home-produced flour:

First, our incomplete trade relations with the other American countries and colonies, which are our natural patrons;

Second, the unjustifiably high rates of transportation from points of production in this country to our seaports, and

Third, the increasing competition with some of the South American countries actively enlarging the production of wheat there.

Third. The increasing competition with some of the South American countries actively enlarging the production of wheat there.

The matter of excessive and extortionate rates of transportation is also a very proper subject for immediate legislative attention and affects every wheat and flour producer.

I consider it appropriate at this time to briefly discuss the first obstacle suggested, to wit: Our incomplete trade relations with the other countries and colonies of the American continent, and I shall aim to express myself without any partisan feeling. I therefore desire to call your attention in this regard, first, to the situation existing in this country, as I observe it; and second, to a hopeful remedy, as I conceive it.

This country is producing, on the average, about 400,000,000 bushels of wheat per year, 41 per cent of which, or more, is exported to foreign nations. It is the aim of the industrial world here to develop the products of our labor and capital into the most advanced conditions for the export trade. For instance, our crude iron is converted into machinery, cutlery, and agricultural implements of the very highest order for this particular trade. It is the same with our timber and many other products of our great and still growing country. As I view it, the same rule should be pursued with and apply to our export of wheat, which should be converted into flour and rendered a finished product before it is shipped abroad for consumption by the people of other nations. If this could be accomplished more capital would be invested in flour milling in this country, more of our idle labor employed, substantially a larger amount of business transacted here, and a new thrill given to the great enterprise of milling, now lagging in our midst and seeking business in a land of plenty. Besides this, those gentlemen of push and courage now engaged in the manufacture of mill machinery in our own country would be provided with a larger and better market in which to sell the product of their would-be busy factories. Under the advanced system of production and classification of labor now prevailing throughout the civilized world, the individual produces but a small part of what he consumes. Likewise, the nation, with but few exceptions, is obliged to rely, in part at least, upon its exchange of products with its sister nations for the perfect subsistence

of its citizens. However, I am very happy to suggest that the United States of America has acquired comparatively the highest degree of independence in this regard.

Up to the present time this country has not produced any substantial part of the sugars, coffees, and a few other articles commonly consumed here, but they are imported largely from other American countries, which ought, from geographical and political reasons, to be mutually interested with us in the development of this great American hemisphere; and, if I mistake not, recent events indicate that the natural sympathies and friendly relations between the countries of this continent will soon be crystallized into a strong, international league, of a character, power, and resulting benefit never before witnessed in the world's history.

The natural relations and sympathies between these countries and ours are indisputably stronger than with European nations, from the tyrannical power of which their citizens and forefathers have commendably escaped. If there are tropical barriers in the way of domestic production of these necessary articles of food, imported from a climate favorable to their growth upon the American continent, then it occurs to me that it would be good business sagacity to arrange, if possible, to pay for such necessary imported articles of food out of or with the unused surplus of this country, which is made up in part from the very product of the great farms and flouring mills maintained and operated here.

OUR FLOUR TRADE WITH BRAZIL.

I find, upon a careful research, that, under a certain agreement for the interchange of trade and commerce, taking effect April 1, 1891, made and entered into by and between the United States of America on the one side and Brazil on the other, our exports of flour to the latter country were by it placed upon the nondutiable list, and increased as follows, the years named in each instance terminating on the 30th day of June: 1891, 722,367 barrels; 1892, 918,447 barrels; 1893, 837,639 barrels; 1894, 920,869 barrels.

These official figures show that in three years, and during the continuance of our commercial reciprocity with Brazil, our flour exports to that country were enlarged nearly 30 per cent, while they fell off for the year ending June 30, 1895, 145,000 barrels, or more than 15 per cent, which loss, in my judgment, can be safely attributed to the abrogation of the agreement under which our merchant millers were justly anticipating a prosperous future.

Trade is a matter of slow growth, but during our commercial reciprocity with Brazil our gross exports to that country were substantially increased and the gross exports from Great Britain to Brazil were correspondingly reduced, being \$4,341,026 less in 1892 than in 1891, a loss to Great Britain of about 14 per cent, although steamship lines from Europe cut rates of transportation so that it could not be conducted with profit from European points.

OUR FLOUR TRADE WITH CUBA AND PUERTO RICO.

Our commercial treaty with Spain for Cuba and Puerto Rico became operative September 1, 1891, under which our flour was practically admitted free to those islands. It is well to consider the growth of our flour trade with Cuba and Puerto Rico during the continuance of this agreement, the exports of which to Cuba for the years named having

been as follows: 1891, 114,441 barrels; 1892, 366,175 barrels; 1893, 616,406 barrels; 1894, 662,248 barrels, which shows a growth of more than 480 per cent, while our export flour to Cuba for the year ending June 30, 1895, the year after the annulment of our reciprocity treaty, fell off to 379,856 barrels, a loss of more than 42 per cent. This increase of flour trade with Cuba was not enjoyed by any other countries, as the exports of flour to Havana, the metropolis of that island, from Europe, fell from 86,519 bags during the months of January, February, March, and April, in 1891, to 4,268 bags during the same months in 1892. As I understand it, these bags are figured at 140 pounds each.

Under this arrangement similar advancements in our flour trade with Puerto Rico were achieved, having been as follows: 1891, 127,983 barrels; 1892, 162,147 barrels; 1893, 167,053 barrels; 1894, 200,813 barrels, which shows a gain of about 60 per cent; while our flour export to Puerto Rico for the year ending June 30, 1895, fell to 118,617 barrels, or a loss of about 40 per cent.

OUR TRADE IN BREADSTUFFS WITH GERMANY.

Our reciprocal agreement with the German Empire went into effect February 1, 1892, under which our flour was admitted to that country at the reduced rate of 7.3 marks per 100 kilograms, or \$1.54 per barrel, and our exports of that finished product to Germany for the years named were as follows: 1891, 8,864 barrels; 1892, 54,277 barrels; 1893, 200,719 barrels; 1894, 286,229 barrels, which shows a gain of more than 3,127 per cent, while for the year ending June 30, 1895, and after the abrogation of our reciprocal agreement with Germany, our exports of flour to that country fell 256,650 barrels, or a loss of more than 10 per cent.

During the existence of and under these reciprocal agreements and sundry others not specifically mentioned between our country and the Central and South American countries and the West Indies, as well as with the German Empire, we enjoyed a more prosperous export trade than ever before, while our official reports (beginning at page 94 of one of the United States Treasury reports, entitled "Commerce and Navigation of the United States of 1893") show that European exports to these same American countries and islands were abated in about the ratio of our gain.

The beneficial results accruing to us from these reciprocal treaties could be elaborated upon indefinitely. It is sufficient for me to suggest that the loss to the merchant millers of this country, occasioned by the abrogation of our late reciprocal commercial relation with the other American countries, islands, and the German Empire, is authentically estimated at the large sum of \$16,000,000 per year, or 4,000,000 barrels of flour, to produce which in one year would require 133 flouring mills with a capacity of 100 barrels each per day.

THE OTHER EUROPEAN COUNTRIES.

France has been more than self-supporting in the production of wheat and flour, her gross annual production being relatively about three-fourths of ours. The United Kingdom will soon rely exclusively upon other fields than ours for material for her breadstuffs, as our flour exports to that country are falling off at the rate of 1,000,000 barrels per year, and it behooves us as a Government to establish and maintain such trade relations with the 50,000,000 people of the other American countries and colonies, also with the German Empire, as will provide us a steady market for our surplus flour.

The gravity of the situation is apparent and alarming. The total production of wheat in the United States for the year 1895 shows an increase of 67,000,000 bushels over the previous year, still this crop year, from July 1 to November 30, we exported 8,175,000 bushels of wheat and 820,000 barrels of flour less than in the corresponding months of 1894. The mills of this country are not running to their full capacity. As I have already stated, we have each year a great surplus of wheat sold abroad. Why not convert this surplus into flour here and export the flour instead of the wheat? We have abundant milling facilities, ample capital, and a skill and genius unequaled anywhere in the manufacturing world. How shall we accomplish this end? The remedy is comparatively adequate.

WHAT CONGRESS CAN DO.

Our national Congress can pursue a policy and provide a machinery by which our former export flour trade can be restored and enlarged. Who can more appropriately petition Congress for a redress of this grievance than we who are now primarily compelled to suffer. The merchant millers, manufacturers, and all patriotic citizens of this whole country, presenting this most important subject to Congress, urge the vast necessity of speedy and favorable legislative action by restoring and enlarging our former international reciprocal agreements, and thereby secure the trade which we justly claim belongs to us.

Brazil finds in our country a market for its principal exports, shipping to us over \$80,000,000 per year of its products, while we in turn export to Brazil less than \$14,000,000 of our products per year. The gross exports from Cuba are valued at about \$100,000,000 per year, three-fourths of which are sent to this country and consumed here. The gross imports into Cuba amount to \$53,000,000 per year, three-eighths of which are only produced in and shipped from the United States. It will be observed that we furnish a market for 75 per cent of the total exports of Cuba, and we supply but a minor part of the imports into Cuba, while England and Spain enjoy the principal portion of that trade. And the same is true of a large number of the other American countries and colonies. Our markets are particularly valuable to them all. They are noncompeting with us so far as the use and consumption of their products here are concerned. Why should we afford such valuable markets to these countries and colonies without reciprocal benefits granted us in their markets? Our profitable markets should not be available to any nation without giving to us an equivalent therefor.

Our flour is recognized in every market as wholesome. Its superior quality is never questioned. It seems to me, gentlemen, that our situation demands your serious and favorable attention if you would enlarge our foreign trade, which is indispensable to our perfect prosperity and

THE COMPLETE WELFARE OF OUR COUNTRY.

It is true that our industries are classified and operated under separate and distinct managements, but the influence and effect of the success of any one industry are incapable of confinement within it. There is no perfectly independent, exclusive industry. In fact, the financial success of any enterprise affects and ameliorates the condition of all lateral employments and occupations. The establishment of a new industry in any locality is hailed with joy by all the citizens of that community. Improvement companies are organized in nearly

every modern Western city to induce the investment of foreign capital therein, because of the benefits which accrue therefrom to the great aggregate of the people. If new industries are sought and considered for the best interests of all the people, then established industries should be encouraged and maintained to serve the same purpose and accomplish the same end. Prospective industries brighten hope; established industries lighten burdens. The one stimulates confidence in the future, the other provides bread for the present. It is the enlightened duty of this great nation to expand the market for our domestic flour, to the extent, if possible, of perfect utilization of every flouring mill in this country.

This great battle should not and can not be fought alone by merchant millers and mill manufacturers. It is a question of patriotism which deeply concerns every loyal citizen of our land, who should exert his full power, intelligence, and influence for the restoration and enlargement of that policy under which that great industry was promoted and prospered.

Mr. Chairman, rising above the prejudices of partisanship, let us all be true Americans, wage a noble, conscientious fight to promote a distinctively American policy, and thereby assist in working out the highest destiny of a great people.

STATEMENT OF MR. M. H. DAVIS, OF SHELBY, OHIO, PRESIDENT OF THE WINTER WHEAT MILLERS' LEAGUE.

The CHAIRMAN. We will resume the hearing this morning on the question raised by the millers of this country, and will now listen to Mr. Davis, president of the Winter Wheat Millers' League.

Mr. Davis said:

MR. CHAIRMAN AND GENTLEMEN OF THE COMMITTEE: What I shall say to you is at the direct instigation of the Winter Wheat Millers' League, of which I happen to be president. My friend Mr. Perry, of Indianapolis, is present as secretary of this league. This organization is composed of the merchant millers of Ohio, Indiana, Michigan, Illinois, Kentucky, Tennessee, and has a considerable representation in the State of Missouri. The league covers what is known as the winter wheat producing belt of the country, that is, the Central States, which produce more winter wheat than any other section of the country. I may say to you that while acting as the direct representative of this organization, I also know that we represent not only the interest but the sentiment of the entire milling fraternity of the country. I am further assured of that from my connection with the Millers' National Association of which I am chairman of the executive committee, and of which Mr. C. A. Pillsbury, of Minneapolis, is president. I mention these things to show you that we have thoroughly organized ourselves for the purpose of the presentation of our ideas and our wants.

EXTENT OF THE MILLING INDUSTRY.

Extent of the flour-milling industry in the United States, as shown by Eleventh Census.

Capital	\$208, 473, 500
Annual wages paid	27, 035, 742
Value of annual product	573, 971, 474

The value of the annual flour output exceeds the annual value of any other product from the raw material manufactured in the United States, as follows:

Exceeds iron and steel by	\$83, 000, 000
Exceeds lumber-mill products by	110, 300, 000
Exceeds cotton goods by	246, 000, 000
Exceeds woolen goods by	380, 000, 000
Exceeds boots and shoes by	293, 300, 000

The mills of the United States have capacity to manufacture 400,000 barrels of flour daily, which, in 250 operating days, would amount to 100,000,000 barrels of flour as the probable annual output under favorable conditions, while 300 working days would swell the aggregate to 120,000,000. Thus the mills have, at present, capacity to annually convert into flour from 450,000,000 to 540,000,000 bushels of wheat.

The actual average annual output of flour by the mills of the United States does not exceed 55,000,000 barrels, and proves, what all in the business admit, that the mills are not employed over one-half time. Figures showing the disposition of our wheat crop substantiate the above statement, viz:

	Bushels.
Average wheat crop, about.....	460, 000, 000
Required for seed and to feed stock.....	110, 000, 000
Average export of wheat.....	100, 000, 000
55,000,000 barrels flour require.....	247, 500, 000
Total.....	457, 500, 000

EXPORTS OF WHEAT.

There are 100,000,000 bushels of wheat exported annually, and that to us means that our mills must lie idle the time that would be required to manufacture this vast quantity into flour. Why does that condition exist? It is because of the discriminating tariffs of other countries against American flour, or against flour and in favor of wheat. The extent of that discrimination is ascertained from the Government records. I will say here, that the average profit in milling would be considered extraordinary at 10 cents per barrel. If a mill can make 10 cents on the product it would be considered as doing an extraordinarily good business. The profit ranges from nothing to a few cents a barrel, and in many cases for the last two years mills have been running at a loss or have been forced into assignment.

European tariffs are as follows:

Country.	Wheat, per bushel.	Flour, per barrel.
Belgium	Free.	\$0. 386,
Holland.....	Free.	Free.
Denmark	Free.	Free.
Italy.....	\$0. 29	1. 49
Spain	. 42	2. 26
Switzerland	. 058	. 386
Germany.....	. 32	2. 21
Portugal*.....	. 47	2. 18
France.....	. 37	\$1. 88 to 2. 73
Sweden	. 24	1. 54

* Prohibited, except under conditions prescribed by the Government.

It is thus seen that there is no continental country which serves as a market for our product if you except Holland and Denmark, and these may soon be closed. There is no other place on which we are received on equal terms.

Mr. TAWNEY. How is it with respect to the imports of the other countries?

Mr. DAVIS. That is true of flour from all countries.

The CHAIRMAN. They do not discriminate against American importations any more than any others?

Mr. DAVIS. I think that is true. In the continental countries the milling interest has brought its influence to bear. France has a millers' association of 3,500 members. If you turn to the consular reports upon the subject you will find the verification of what I say. We have the documents to prove it. In Germany there is an association of millers of 2,800 members. These associations embrace all the large mills in those countries, and they have been enabled to have laws passed enabling them to make these discriminations at the expense of the consumers of flour. Now, we maintain with such a treaty as is contemplated by the Kerr bill—and that is the subject upon which we are talking—that American flour, which is better than any made anywhere in the world, will, by virtue of its merits, win its way into the markets of those countries; but to undertake to introduce it against those discriminating duties would be out of the question, and no miller would undertake to do business against those discriminating duties of 20 cents to \$1.50 per barrel merely for the sake of introducing his flour abroad. It seems strange to a man in the milling business that with the capacity to manufacture into flour all the wheat produced in this country—and we could manufacture it all in the period of eight months with our present capacity—there should be exported 100,000,000 bushels of wheat. That exportation means the people of this country must forego a possible profit that would be derived from the manufacture as well as the distribution of the cost of such manufacture, which has been variously estimated at from \$50,000,000 to \$80,000,000 per year; and not only is the flour-milling interest itself directly influenced, but the trade in its various ramifications is also influenced. Of course the raising of wheat is the great feature, but the manufacture of staves, headings, and the cooperage necessary for packages is affected, and also the manufacture of paper sacks and cotton sacks. All those people are deprived of a possible business by the restrictions placed upon our business. This can be carried farther to the manufacture of milling machinery, which is also affected. The business of manufacturing milling machinery, with the growth of the industry in this country for twenty years, is one of great magnitude.

TARIFFS OF THE AMERICAN COUNTRIES.

In regard to the tariffs of the countries of the Western Hemisphere, you will find that we have been discriminated against, and had been for many years, until the passage of the McKinley bill, because we have to contend with the superior banking, transportation, and other facilities of countries of Europe. I have a table here showing the comparative results of exports of breadstuff and flour, before the operation of the reciprocal treaties with South American countries, during the

existence of the treaties, and since the abrogation of the same, that I would like to file with the committee. The table is as follows:

TABLE I.—*Showing comparative results of exports of breadstuffs and flour before the operation of reciprocal treaties, during the existence of such treaties, and since the abrogation of same.*

Country.	Breadstuffs.		Flour.		
	1885.	1891.	1891.	1894.	1895.
			<i>Barrels.</i>	<i>Barrels.</i>	<i>Barrels.</i>
Brazil.....	\$3, 419, 448	\$4, 386, 121	722, 369	920, 869	775, 425
Haiti.....	462, 651	1, 223, 671	224, 938	196, 085	231, 817
Santo Domingo.....	160, 817	222, 001	38, 431	44, 173	41, 836
Cuba.....	1, 077, 619	874, 979	114, 447	662, 248	379, 856
Venezuela.....	964, 981	1, 323, 773	194, 015	215, 412	204, 178
Colombia.....	301, 597	336, 935	56, 696	108, 465	113, 020
Costa Rica.....	88, 940	216, 771	39, 131	48, 843	34, 937
Guatemala.....	159, 725	465, 675	62, 528	87, 597	110, 613
Puerto Rico.....	394, 165	748, 875	127, 983	200, 813	118, 617
British West Indies.....	2, 721, 600	3, 887, 175	523, 216	549, 824	520, 936
British Guiana.....	647, 747	784, 739	147, 002	218, 847	195, 323
Total.....	10, 399, 290	14, 470, 715	2, 250, 756	3, 253, 176	2, 726, 558

NOTE.—The showing for 1895, while exhibiting a great falling off in exports of flour for the year, does not fairly represent the loss of trade consequent upon withdrawal of reciprocal relations. It covers from July 1, 1894, to July 1, 1895. The shipments of flour immediately after the enactment of the laws of 1894 were largely in excess of natural requirements for the last six months of that year, the increase being due to the likelihood of higher duties following the change of status.

These figures are compiled from the message of the President of the United States in response to a resolution of the Senate, April 16, 1892, relative to the commercial agreements made with other countries. It is No. 119, Fifty-second Congress, first session, Senate. This, Mr. Smith (superintendent of the Senate document room) informs me, is the only copy he has on file, and I am obliged to return it, but the information has been carried over to another report.

Mr. TAWNEY. I will ask you whether the tariffs in these South American countries to which you have referred treat American flour different from flour imported to those countries from other places than the United States?

SUCCESS OF THE RECIPROCITY ARRANGEMENTS.

Mr. DAVIS. No, sir; and I consider that a strong argument in favor of this bill. Because we have practiced this species of reciprocity with the South American countries with success I think is due acknowledgement that justice has been done to those countries, and if the same sort of legislation which will bring about the same kind of treaties can be put in force, we can be put on an equal footing with the countries of Continental Europe.

Mr. TAWNEY. Are you exactly correct in regard to Cuba?

Mr. DAVIS. Before the passage of the McKinley law the duty was the same to all countries.

The CHAIRMAN. The duties of these South American countries was the same?

Mr. DAVIS. The duty in Cuba is applied to flour from all countries, and at the present time our flour comes under the second column or favored-nations clause in Spain's tariff, and is now paying a duty of about \$4.16 per barrel. During the continuance of the relations brought about by the treaty of 1891-92, subsequent to the passage of the McKinley law, that duty was but 88 cents a barrel. Previous to the adoption of the McKinley law it was in the neighborhood of \$4.

The CHAIRMAN. You started to say, when interrupted by my colleague, that this executive document, Senate No. 119, had been carried over and published in some other publication?

Mr. DAVIS. Yes, sir; I have it here. This publication which shows the increase in the amount of our exports under the law of 1890.

Mr. TAWNEY. Can you state whether or not it shows what our trade has been with the South American countries, as compared with the trade of European countries with those countries, prior to the enactment of the reciprocal clause of the act of 1890?

Mr. DAVIS. I can not say; it may do that.

Mr. TAWNEY. Do you know whether or not that has been investigated with a view of showing whether or not we are getting our share of that trade?

Mr. DAVIS. I am satisfied that it does cover that feature. I have taken this statement from "No. 6 of Imports and Exports of the United States in its Trade with Foreign Countries During the Years Ending June 30, 1890 and 1894," and "No. 4, Exports of Domestic Merchandise During the Year Ending June 30, 1895," and these, together with this Executive Document No. 119, Senate, give me the basis for making this table, to which I referred a short time since, showing the comparative results of exports of breadstuffs and flour before the operation of the treaties, and during their existence, and since the abrogation of the same. Those three features I thought would be of interest.

Mr. TAWNEY. Does your statement show the countries, or just the aggregate of our exports?

Mr. DAVIS. It is the exports to each country during these years and the aggregate, and includes Brazil.

The CHAIRMAN. File that and it will be made a part of your remarks.

CAPITAL INVESTED UPON LEGISLATION.

Mr. DAVIS. The point in this table, as I see it, is that the reciprocity policy, which had done so much for the millers and which had caused them to increase their capacity and had built up hopes of increase of business to an extent it had never before reached, was suddenly wiped out, and since that time the business has been practically prostrated. True, the mills are running, because people must have flour, but there is a great deal of difference between handling so vast a business when it is paying expenses and when it is not.

The CHAIRMAN. Have you any statistics showing the consumption in New England and what it has been since the repeal of the McKinley bill?

Mr. DAVIS. I have statistics touching upon the subject. As a miller, I can give you my own experience.

Mr. TAWNEY. That is just as valuable as statistics.

Mr. DAVIS. Yes, sir; it certainly is more to the point with me. Our trade in New England previous to the passage of the present law of 1894 (I believe it is called) amounted to about 40,000 barrels of flour a year. Immediately following the passage of that law, it dropped down to practically 20,000 barrels a year. We have been unable to increase it to any extent since. It does not nearly amount to what it did formerly, caused by the general depression of business. In other words, a man without work eats less heartily than one who has work and can pay for his necessities.

The CHAIRMAN. Have you any statistics to show the consumption of flour since the law of 1894 was passed, as compared with what it was under the McKinley law?

Mr. DAVIS. No, sir; I have not prepared any.

Mr. TAWNEY. Are you situated so as to gather the statistics and furnish them to the committee as to the difference between the domestic consumption at the two periods—1894 and 1895?

Mr. DAVIS. There are 18,000 mills in the United States—and that, perhaps, I should have mentioned before—and to compile a record of their production would be an enormous task and take a great deal of time. I can only say that from my connection with the millers all over the country, I am satisfied that the domestic consumption is much less, and therefore our need of foreign trade is much greater.

Mr. TAWNEY. You say that from your own experience in 1894 you sold in New England about 40,000 barrels of flour, and in 1895 only about 20,000 barrels?

Mr. DAVIS. Our output of flour for 1892 was, in round numbers, 150,000 barrels. Every barrel of that, so far as I know, was consumed in the United States. In 1894 we secured considerable export trade, because we began working up a trade in foreign countries; and it requires many years before we can get on a substantial basis with foreign customers. Our domestic trade fell off fully 50,000 barrels, or one-third of our entire product.

Mr. TAWNEY. How many mills do you run?

Mr. DAVIS. I only run one of between 900 and 1,000 barrels capacity per day.

Mr. TAWNEY. That is one of the 18,000?

Mr. DAVIS. Yes, sir; they are not all so large, but many are larger.

Mr. TAWNEY. The percentage of loss is about 33½?

Mr. DAVIS. Yes, sir; the domestic trade fell off that much. Our foreign shipments into those countries began in 1893, and we were in a better condition in 1894, for in 1894 we exported practically 50,000 barrels of flour out of our 150,000 barrels. Our mill, with favorable legislation in the direction of this bill, could make 200,000 barrels of flour with the same expense it could make 150,000 barrels.

The CHAIRMAN. With the same capital invested?

Mr. DAVIS. Yes, sir; we would turn it over more frequently. To enable a mill to run without loss it will have to be operated approximately 200 days in the year. If it can be operated 250 days in the year it will show a reasonable output of flour at a higher profit, and if it can be operated for 275 or 300 days in the year it ought to show a very satisfactory balance sheet at the end of the year.

EFFECT OF REPEALING THE RECIPROCITY ARRANGEMENTS.

The CHAIRMAN. Since the repeal of the reciprocity clause of the law of 1890 this foreign trade has fallen off greatly?

Mr. DAVIS. The foreign trade of the mills has largely dropped off. In our particular case our foreign trade was largely worked up in England, for in that country there were no restrictions. I mention this to show the loss in the domestic trade and the necessity of extending our trade abroad to make up the loss in our domestic trade. We could not get into Germany or France on favorable terms, but we could get into Great Britain.

Mr. McMILLIN. Then it was the free trade markets of Great Britain that enabled you to live at all?

Mr. DAVIS. It was the fact that there was no discrimination against flour in favor of wheat in Great Britain. We would not care if there had been an equal duty on flour and wheat. We make no complaints

as to the right of other countries to impose duties upon our products imported into those countries, but we do complain, and we think we have just reason to complain, of discriminations against our manufactures in favor of our raw materials.

Mr. McMILLIN. It was a form of protection for that special industry?

Mr. DAVIS. It is one form of protection to one industry in those countries to the detriment of the consumers of those articles. The consumers of flour in France and Germany to-day must pay for flour a price greater to the extent of that discrimination.

Mr. McMILLIN. It was possible to work up a trade in free-trade England, but it was impossible to work up a trade in countries like France and Germany?

Mr. DAVIS. It was discrimination against our products that prevented trade. Had the duty on flour been equal to the duty on wheat we would have no cause to complain. We would have been able to extend our trade into those countries on our merits.

Mr. TAWNEY. It is not of their tariffs that you complain?

Mr. DAVIS. No, sir.

Mr. TAWNEY. It is the discriminations imposed by those tariffs in favor of one product as against another, of which you complain?

Mr. DAVIS. Yes, sir.

EFFECT UPON THE PRICE OF WHEAT.

Mr. TAWNEY. One question occurred to me a moment ago in relation to our trade, and that was whether or not we were exporting the amount of flour we did in 1894, or whether or not an increased export of American flour has a tendency to increase the price of wheat produced in this country?

Mr. DAVIS. I think undoubtedly it does.

The CHAIRMAN. You can pay a bigger price for wheat in this country if the conditions are such that you can manufacture the entire American product?

Mr. DAVIS. Yes, sir. If we can by any manner of means manufacture one-third more flour this year than we did last year we will make more money, and therefore we can pay more for our raw material, and consequently the farmer would be benefited by the higher price. What is true of our mill is true of all mills in the country. It is true of the business in nearly every county and city in the United States west of New York.

Mr. McMILLIN. If I understand you, your deductions are that any laws, whether national or international, which restrict trade between the different countries will injure you as a producer and will also injure the man who furnishes you the raw material?

Mr. DAVIS. I did not say that.

Mr. McMILLIN. How is it, then, that the restricted trade affects you in those countries? I understood you to say that the restrictive laws of France had restricted your trade.

Mr. DAVIS. That is not the point as I see it.

Mr. McMILLIN. I am asking if that is the fact; whether the laws restricting trade do not affect you as a manufacturer and also the man who furnishes you your raw material?

Mr. TAWNEY. Does not Mr. McMillin proceed upon the presumption that we have restrictive laws in the United States?

Mr. McMILLIN. I am making the question general. I do not apply it to any country or to any place. Mr. Davis says that he was enabled to do business in some countries and failed in others.

Mr. DAVIS. My deductions are along this line, that, notwithstanding the restrictive features of the tariff laws of foreign countries, we would sell our goods on their merits and would make progress in the distribution of our goods in those countries under those laws, providing there was no discrimination against our manufactured products in favor of our raw material.

Mr. McMILLIN. The less restriction the greater would be your opportunity.

Mr. DAVIS. It is not a question of restriction, but a question of discrimination.

Mr. McMILLIN. But the less the restriction the greater the opportunity?

The CHAIRMAN. He is not dealing with restrictions.

THE FLOUR TRADE WITH BRAZIL.

Mr. DAVIS. I would like to make my point clear to you. Any question any gentleman desires to ask is perfectly agreeable to me. Brazil is a country which we as millers make a considerable point of. In Brazil our flour was admitted free from 1891 to 1895, because of the concessions to their products, mainly coffee. Our trade in Brazil has been, increasing for many years. I have prepared this table in order to show you that, notwithstanding the restrictions of foreign countries, Yankee ingenuity and enterprise has been enabled to extend our manufactures into other countries.

Our trade in Brazil had been a constantly increasing one for many years, as the following figures of average yearly exports to Brazil show:

	Barrels.
1840-1849	253,000
1850-1859	395,000
1860-1869	352,000
1870-1879	510,000
1880-1889	645,000
1890-1894	817,000
1894	921,000

In the year ending with June 30, 1895, however, following the abrogation of our treaty with Brazil, our exports of flour dropped back to 775,425 barrels.

It was only during the last two periods under review that we enjoyed the benefits of reciprocal arrangements. Notwithstanding our trade had gradually increased, since the abrogation of the law our shipments to Brazil have fallen off almost 200,000 barrels. These figures I have taken from public documents.

The CHAIRMAN. Is that per annum?

Mr. DAVIS. Yes, sir; American flour now pays 42 cents in Brazil. Belgium is a country that for many years had admitted American flour free, but since the repeal of the law of 1890 the situation in Belgium has been changed, a tax having been imposed last spring. During the past six months the shipments of American flour have been 247,000 kilos. Formerly we shipped 5,000,000 kilos to that country. That shows the results of a discrimination of 36 cents per barrel on American flour, and the consequent loss of trade of nearly 5,000,000 kilos of flour.

Mr. TAWNEY. Inasmuch as you speak in reference to the Kerr bill now before the Committee, I would like to ask whether this bill contemplates merely retaliation or restoration of the reciprocity clause of the act of 1890. I gather from it that it merely relates to retaliation by the imposition of a higher duty on the goods imported from countries that discriminate against flour.

IMPORTANCE OF THE RETALIATORY FEATURE.

Mr. DAVIS. Yes, sir; that we considered an important feature, in that it is retaliatory. The first section deals with the subject of retaliatory duties, and the second is in reference to securing a reciprocity of trade.

Mr. KERR. The McKinley law was simply used as a leverage. It was never used as a retaliatory measure. This is substantially the same provision as the McKinley law.

Mr. DAVIS. The subject of sugar is introduced here in order to secure a treaty with Cuba; the subject of coffee and hides for Central and South American countries, including Brazil; that of tea for China and Japan. I may say that the trade in American flour with China and Japan, notwithstanding the restrictions that those countries put upon American products, has been gradually increasing, but at a slow pace. Considering the population of those countries, it is my opinion that the United States should provide facilities for extending trade into China and Japan, and that there would be enough demand from those two countries to require the entire product of American wheat raised west of the Rocky Mountains. I believe that is the consensus of opinion of those engaged in the milling trade.

The CHAIRMAN. With reference to foreign countries, is your flour shipped in English bottoms or American bottoms?

Mr. DAVIS. In both.

The CHAIRMAN. In what proportion?

Mr. DAVIS. Probably most largely in English bottoms.

The CHAIRMAN. Is that true with the Cuban and South American trade, not only with you, but other American shippers?

Mr. DAVIS. I think it is.

The CHAIRMAN. Is there anything further you want to present?

Mr. KERR. I want to call the attention of the committee to one matter. Mr. Gallagher stated that in some towns the price of wheat was higher than in Chicago, where it was governed by speculation.

Mr. DAVIS. The reason for that is that the wheat used by American mills is of a higher grade than that used for speculative purposes. That used by the mills is of a high grade, and the result is that it is at a premium, which redounds to the interest of the farmer.

DISCRIMINATIONS AGAINST AMERICAN FLOUR.

Mr. TAWNEY. In coming in contact with the administration of foreign tariff laws have you discovered any discrimination that results from the administration of those laws against American products?

Mr. DAVIS. We discovered in France that by reason of their peculiar laws they have been, in the last twelve months, able to ship flour from France into Great Britain, and the amount of flour shipped has been 2,300,000 barrels. The reason that that has been possible, and that it exceeds by fourfold what it has ever been before, is that France during the past year passed laws giving the exporters of flour 16 cents per barrel bounty on flour exported; and it is the result of that action taken by the Government favorable to that particular class of manufacturers that has been a very serious factor in the loss of American trade in England.

Mr. TAWNEY. Are the duties levied specific duties or ad valorem duties in the countries you have spoken of?

Mr. DAVIS. They are not arranged in France on either an ad valorem

or specific plan, as understood in the United States. It depends upon the extraction of flour from the wheat. For instance, if flour is 70 per cent of extraction, that would be one rate of duty; a flour 60 per cent extraction would be still higher than that, and a flour 50 per cent extraction would be a still higher duty. That is under an arrangement brought about by the Millers' Association of France for the benefit of their trade. The duties in general are specific duties, but they are qualified in the manner mentioned.

Mr. KERR. I want to know whether you have figures showing the imports from Germany under the reduced duties and under the McKinley law.

The CHAIRMAN. If he has, they can be filed with the stenographer and become a part of his remarks.

Mr. DAVIS. The figures are all embraced in the pamphlet heretofore referred to.

Mr. KERR. The exports to Germany are not in that, but I can furnish them to the committee.

Mr. McMILLIN. You speak of the duty imposed by Brazil on our wheat products.

Mr. DAVIS. Yes, sir.

Mr. McMILLIN. When was that imposed?

Mr. DAVIS. On the 1st of January, 1895.

Mr. McMILLIN. Has that increased or diminished our trade with Brazil?

Mr. DAVIS. It has decreased somewhat.

Mr. McMILLIN. What percentage?

Mr. DAVIS. It has decreased 200,000 barrels.

Mr. McMILLIN. Out of the total, that would be nearly 25 per cent?

Mr. DAVIS. The duty amounts to 42 cents per barrel.

Mr. McMILLIN. What would be the ad valorem duty?

Mr. DAVIS. A barrel of flour would be worth, perhaps, \$4.20, and 42 cents a barrel would be 10 per cent. Before the passage of a reciprocity arrangement with Brazil there was an equal duty, as I said, and our trade had been gradually increasing under those circumstances. It increased 50 per cent during the short time of our reciprocal arrangement.

Mr. TAWNEY. Have they under the present law more favorable terms?

Mr. DAVIS. They have no more favorable terms, but Spain has better facilities for shipping into Brazil than we have in this country by reason of certain financial arrangements. The banking arrangements are better and the language is practically the same, so that Spain's natural facilities exceed ours.

Mr. TAWNEY. Have you the statistics of our trade with Germany before the reciprocal treaty?

The CHAIRMAN. Mr. Kerr can furnish it.

Mr. DAVIS. The figures are as follows:

France:

Exports to, in 1894.....	\$55,315,511
Exports to, in 1890.....	49,977,024
Increase	<u>5,338,487</u>

Germany:

Exports to, in 1894.....	92,357,163
Exports to, in 1890.....	85,563,312
Increase	<u>6,793,851</u>

Mr. TAWNEY. Is that the exports of flour?

Mr. DAVIS. That is the exports of everything, including flour. I was unable to get a table showing the quantities of flour.

Mr. KERR. In 1890 the exports of flour were 6,275 barrels, and the last year of our reciprocal arrangement our German exports amounted to 286,000 barrels, an increase of two or three thousand per cent.

Mr. DAVIS. The same condition that I have mentioned as relating to South American countries made the exportations to Germany greater in 1895 than they can possibly be from now on without reciprocal arrangements, because the people bought in excess, expecting a change of status. I would like to call the attention of the committee to a special consular report published in 1895, volume 10.

Adjourned.

STATEMENT OF MR. AUGUSTINE GALLAGHER, OF KANSAS CITY.

Mr. CHAIRMAN AND GENTLEMEN OF THE COMMITTEE: In representing the Southwestern Winter Wheat Millers' Association before you, Mr. Jones and myself represent what we may term only one section of the milling industry of the United States, but we are here with the assurances that when we represent our section we represent every miller in this country, and that any statement we make to-day has been canvassed thoroughly and is not the statement of ourselves, but of the people we represent.

First, we would have you understand that this representation is of the first manufacturing industry in the United States. The extension of the commerce of this country, if you take the care to inquire into it with the object of ascertaining what interest was responsible for it, is simultaneous with the advance of the flour-milling industry of this country. The volume of business transacted by the flour mills of the United States is greater than that of any other manufacturing industry in the United States. As I will show you before I finish, the flour mills of the United States pay more money for wages and for material from which to manufacture products than any other industry in the United States. It is a business not susceptible to the control of combinations or trusts. It is scattered over 2,800 counties of this country; almost every Congressional district of the land is represented by from 1 to 100 mills, and the people who have built up this industry are crying through this committee to Congress for relief. They must have it, so they say, and they believe they are able to present an argument which will show you that they need it. We do not ask protection in the shape of what might be termed, by people who do not believe in ultraprotection theories, as class legislation; they do not want it. They merely ask a fair chance to do business on a competitive basis, and we are not intending to make any argument either in favor of protection or against it, or with reference to any policy of a political nature.

MAGNITUDE OF THE MILLING INDUSTRY.

In 1893 there were in the country in successful operation at least 18,470 flour mills, and we believe there were more than that. These are figures of the census of 1890, and as there was quite an impetus given to milling through the Blaine policy of reciprocity, mills were built and successfully operated, so there were at least as large if not a larger number of mills in successful operation in 1893, as stated in the census

of 1890. To-day there are more than 2,000 mills of that number idle, absolutely closed down.

The CHAIRMAN. Since what date?

Mr. GALLAGHER. Since 1893.

Mr. TAWNEY. One further question before you proceed. How many men did the closing of these 2,000 mills throw out of employment?

Mr. GALLAGHER. Now, Mr. Tawney, I could not answer that accurately.

Mr. TAWNEY. I only want it approximately.

Mr. CHARLES G. JONES. There are ten men to the mill on an average.

The CHAIRMAN. Is not that a pretty large estimate?

Mr. JONES. No, sir.

Mr. GALLAGHER. In 1893 we exported 16,421,982 barrels of flour. In 1891, before we had any reciprocity treaties or the advantages of reciprocity were extended to the trade, we exported 11,114,054 barrels of flour. Now, last year, on the crop of 1895, the year 1895, as millers figure it, we exported 15,268,192 barrels of flour, or a loss from the year before of 1,590,641 barrels.

Now is a very opportune moment to discuss the point we desire to make before the committee. Mr. Tawney has made an inquiry as to the number of men who were thrown out of employment. I have observed in all arguments before Congress, and before committees through which we desire to reach legislation, the question of the number of men employed and the wages paid has been the paramount question at all times, and it is to-day.

EFFECT UPON THE PRICE OF WHEAT.

We dare say that the millers of the country have never to a very great extent asked for legislative assistance, and consequently you have not heard much from the millers. Yet, we would have you understand that we believe the milling industry of the United States is responsible to-day, was last week, will be to-morrow, or next year, if it exists, for from 5 to 10 cents a bushel on every bushel of the 600,000,000 bushels of wheat we produce in this country, more than the speculative price, or the world's competitive price, for that wheat if the country had not this milling industry. Consequently, when we pay 5 cents per bushel more for every bushel of wheat grown in this country, on account of the milling industry, we pay \$30,000,000 to the farmers of this country, and when we pay 10 cents per bushel more, as we are doing to-day, we pay \$60,000,000 to the farmers of this country before we have got the wheat in our bins; and, gentlemen, that is more money than the milling industry ever earned in any given year, above the cost of labor and the cost of material. What other American manufacturing industry can equal this record?

Mr. TAWNEY. How do you figure that in consequence of the milling industry the farmer receives 10 cents more per bushel for wheat?

Mr. GALLAGHER. I said from 5 to 10 cents.

Mr. TAWNEY. Well, from 5 to 10 cents, whatever the amount is, more than the producer would otherwise have received. How is this increase in the price accounted for by the existence of the milling industry?

Mr. GALLAGHER. As you know, gentlemen, the milling industry of this country is not protected. It is not susceptible of protection.

The CHAIRMAN. It is protected by 3,000 miles of ocean.

Mr. GALLAGHER. This is good protection, but what I mean to say is it does not go far enough.

Mr. TAWNEY. You mean legislative protection?

Mr. GALLAGHER. Yes, sir. As I stated at the outset, whatever I shall say, I shall not attack any political theory; I am not here for that purpose and do not want to do it, and do not want to be understood as doing it. An import tariff does not protect an export industry. That is the point I desire to make. The reason American millers can pay more for wheat and grind it into flour, and sell the flour in the markets they can enter in competition throughout the world, is on account of their inventive ability and progressiveness; that is all. This same thing exactly is revealed in the making of a reaper, in the making of a mower, and in the making of a plow. These industries you say are protected, notwithstanding there is not a farmer in the United States who will take as a gift any one of those machines or implements made anywhere else in the world; consequently, there is nothing else responsible except inventive genius, the freedom of the people of this country to try and triumph, and that is what they have done; and besides that, they have cheap land on which to grow wheat.

REASONS FOR THE LOW PRICE OF WHEAT.

Mr. GALLAGHER. I will be very glad to answer any questions at any point, not that I have studied speaking, because I never did anything like this before. Now, as a matter of fact, you brought the question up which I was glad to hear. Chicago is paying less for wheat than Minneapolis to-day, by several cents. You all know that, and if you do not you can buy a paper and read it.

Mr. TAWNEY. That is due to what?

Mr. GALLAGHER. That is due to the influence I am going to describe to you. Kansas City is paying 10 cents a bushel more for wheat than Chicago. Kansas City is a Southwestern city, Minneapolis is a Northwestern city, and Duluth is also a Northwestern city, and they too are paying more than Chicago. St. Louis is a Southern city, viewed from Chicago, and St. Louis is paying more than Chicago. New York is paying more than Chicago. Every market in this country is paying more for wheat than Chicago, right along. Chicago is a speculative market, gentlemen. It is the grain market—the market where elevators are built to store grain—and it gives the value that the world gives to grain. Is not that plain?

The CHAIRMAN. How can Chicago get wheat from the West if they pay 10 cents a bushel more for it in Kansas City?

Mr. GALLAGHER. Kansas City buys and uses the wheat, but the producers have a surplus, besides which there are some other things which enter into this question which I am not prepared to discuss before this Committee that come under the head of transportation, freight rates, rebates, etc.

The CHAIRMAN. But freight rates are not 10 cents per bushel from Kansas City to Chicago?

Mr. GALLAGHER. No, sir; but Kansas, Dakota, Minnesota, invariably, nine years out of ten, have a surplus of grain that Chicago is able to buy and ship in at low freight rates.

Mr. DOLLIVER. And it seems to me that Kansas City, instead of paying 10 cents more for wheat, would take a whack at that surplus.

Mr. GALLAGHER. It costs 6 to 8 cents to get wheat from Chicago to Kansas City, and when the surplus is held at Chicago, as is now the case, Kansas City millers can buy grain in Chicago cheaper than at many Western points. This is, however, not always the case.

The CHAIRMAN. How do you explain that Kansas City millers are paying, say, 4 cents a bushel more than they are required to under your statement?

Mr. GALLAGHER. Because they buy wheat in Nebraska, say, and bring it into Kansas City for part of the through rate, sending the flour South on the balance.

The CHAIRMAN. But they are running the business for the profit in it?

Mr. GALLAGHER. Certainly.

The CHAIRMAN. If they can buy the same wheat in Chicago for 4 cents less than in Nebraska, why do not they do so?

Mr. GALLAGHER. They do not buy the same wheat. We take the best wheat and Chicago takes the surplus. Besides, the rate of freight from Chicago is higher than from many points tributary to Kansas City.

The CHAIRMAN. Then your statement is not accurate?

Mr. GALLAGHER. It is when I say the milling industry is responsible for from 5 to 10 cents higher prices on the wheat product of the country.

The CHAIRMAN. But you say it is from 5 to 10 cents a bushel higher in Kansas City than in Chicago, and I understood your statement referred to the same quality of wheat?

Mr. GALLAGHER. I expect my statement to be borne out by the facts I will present.

The CHAIRMAN. The milling trade can not pay any more for wheat than anybody else, can it?

Mr. GALLAGHER. Yes, sir.

The CHAIRMAN. How do you make that out?

Mr. GALLAGHER. Because we have in the United States the best millers in the world, and admitted to be; we have the best machinery in the world, and our millers can make flour cheaper than any other millers in the world, and they do it.

The CHAIRMAN. The point I am getting at is, do you pretend to say these millers are paying 4 to 6 cents a bushel more than the market price for the wheat they buy?

Mr. GALLAGHER. To-day?

The CHAIRMAN. Or at any time.

Mr. GALLAGHER. Yes, sir; more than 4 to 6 cents above the Chicago market price.

The CHAIRMAN. More than the market price?

Mr. GALLAGHER. Yes, sir; the Chicago market price is more than 4 to 5 cents per bushel less than the market price in Kansas City; you understand me?

The CHAIRMAN. They pay the market price in Kansas City, and no more and no less?

Mr. GALLAGHER. They often pay more than the market price in Kansas City. But when you come to the selling of a bushel of wheat in this country, if you sell it through New York, they will quote the Chicago price to you, freight added, unless the milling demand warrants a higher value. It is the price of this country—the Chicago price—and based upon the speculative price of the world.

The CHAIRMAN. But let me understand you here. The millers do not form an eleemosynary institution in this country, and are not paying any prices they are not required to pay in buying their wheat. Now, I do not understand your statement, and I would like to have you elaborate that a little, when you say Minneapolis was paying so much a bushel more for wheat than Chicago, and 10 cents a bushel more than

was being paid in Kansas City, when the millers could buy it in Chicago and transport it for very much less than you claim they are giving. I do not understand that at all.

INTRICACIES OF THE WHEAT TRADE.

Mr. GALLAGHER. Now, you take Mr. Tawney's State. Only the other day a Minneapolis miller bought 1,000,000 bushels of wheat, at the May price and paid cash for it, and put it in his elevators. Now, he wanted that wheat. The May price was an option price $2\frac{1}{4}$ cents in advance of December price, and the carrying charges were a cent during the period which would intervene. There is an instance where a miller has paid above the Chicago price and paid a premium on the Minneapolis speculative price to close transaction. I could not pretend to explain all the reasons why he did that, but he did it, and other millers do it, and they grind the wheat and make money on it if conditions are anything like favorable; that is, they manage to do business.

The CHAIRMAN. Do millers have anything to do with fixing the market price of wheat in this country?

Mr. GALLAGHER. Not excepting as they compete in buying wheat.

The CHAIRMAN. Do they, as a matter of fact?

Mr. GALLAGHER. Yes, sir.

The CHAIRMAN. To what extent?

Mr. GALLAGHER. To the extent stated, I should say at all times 5 cents a bushel, and times are when a great deal of the wheat product of the country, through the influence of the millers of the country, reaches the prices of 10 cents per bushel more than if the country had not the mills. You will pardon me, Mr. Tawney, you know of the statement of the railroad and warehouse commissioners of your State. In the State of Minnesota they are required to get the price of wheat in Liverpool and in Duluth and report the difference, freights considered, once a week. How often have you seen as much as 9 and 10 cents difference?

Mr. TAWNEY. It frequently occurs.

Mr. GALLAGHER. We are not on an export basis, traders say, by so many cents, and they never think of blaming anyone but the miller for putting prices up. If you gentlemen can assign any other reason why our grain is not on an export basis, when we have surplus wheat in this country, and we have been having a surplus for ten years; if there is any other reason we will be pleased to have it presented.

Mr. DOLLIVER. I think Mr. Hopkins's idea was that these people who pay 10 cents more than the market price for wheat, and have met the expenses of their business, is one reason why it has not been very prosperous?

DISBURSEMENTS OF THE MILLING INDUSTRY.

Mr. GALLAGHER. I dare say if Mr. Hopkins was to see what the expenses were, and what the millers' actual profit nowadays is, he would be more surprised than by my statement.

The census of 1890 states that the millers paid \$431,152,290 for material for grinding, and they paid \$27,035,742 for wages. The flour millers do not employ as many men as manufacturers in some other lines. They sold their product that year—and that was one of the most prosperous years in the history of milling in this country (1893 the volume was a little bigger, but was no better from a profit-yielding standpoint)—they sold that product for \$513,971,474. After paying for their labor

and their material they had left \$52,763,000. That much was left to pay interest, taxes, insurance, wear and tear of plants, dividends and profits—a scant 10 per cent. Those are the figures of the Government. Some of the biggest mills passed their dividends; not many, but some of the prominent mills of the country did worse than that. That represents the industry that furnishes the staff of life. I merely present these figures to show you the contrast, gentlemen.

Now, as to what we wear, the cost of material and labor, and the cost of producing the clothing of the country. The labor cost \$111,889,000, the material cost \$179,425,000, and the output of the clothing of this country was sold in the year 1890 for \$378,022,000, yielding a margin to our merchants above all the cost of material and cost of labor of \$87,207,000.

Mr. DOLLIVER. Do you regard that as an accurate statement of the profits?

Mr. GALLAGHER. This is an accurate statement of the business.

Mr. DOLLIVER. You speak of the profits of a business, calculating only the cost of labor and material; do you regard that as scientific?

Mr. GALLAGHER. No, sir; I do not regard it so, because I said just a moment ago in my statement, “above the cost of labor and material;” that the millers had the per cent stated to pay insurance, taxes, wear and tear of their plants, dividends and profits, the same as the clothing manufacturers. These statements are exactly paralleled, merely to show a comparison.

So that the clothing business had, after paying for material and labor, almost 21 per cent to apply to taxes, insurance, interest, profits, and dividends. In the lumber business, the business of furnishing the lumber for the houses in which we live, the margin is also high. I am talking about the bread we eat, the clothes we wear, and the houses we live in, and the labor and material and the manufacturers that are interested in producing these things, and it is certainly a fair question, in my mind at least. These figures all are from the census report. The lumber interest, and this includes planing mills, lumber camps, and everything in the lumber business, paid for wages \$87,784,000—I do not give the odd dollars—paid for material \$231,555,000. They sold their products for \$403,667,000. There was left a margin to apply to the charges stated \$84,327,000, or a little matter of 20 per cent. Gentlemen, both of these industries show a margin from which profits are derived, if at all, of more than double that of the flour milling industry of this country at its most prosperous period. Now I have stated to you that since these figures were taken 11 per cent of the mills of the country have been shut down. Last year in round numbers we lost a business abroad amounting to 1,600,000 barrels of flour.

THE PROFIT AND LOSS OF RECIPROCITY.

Mr. DOLLIVER. In what countries abroad did we lose that flour trade?

Mr. GALLAGHER. We lost in Brazil, a country in which we gained very greatly on account of reciprocity.

The CHAIRMAN. Give us the accurate figures.

Mr. GALLAGHER. In Brazilian trade 145,575 barrels of flour were lost in 1895. We made a gain during the existence of reciprocity treaties. The records show that in 1894 we sold Brazil 817,000 barrels of flour. The figures I have here for 1892 Brazilian flour trade represent a crop year, and would not be presentable in this report as Gov-

ernment bureau figures. The gain I referred to is the gain of the difference between 817,000 barrels of flour exported to Brazil in 1893 and 921,000 barrels of flour exported to that country in 1894.

The CHAIRMAN. The increase the first year under the McKinley law was something over 100,000 barrels?

Mr. GALLAGHER. Yes, sir. But in 1896——

The CHAIRMAN. After the repeal of the McKinley law?

Mr. GALLAGHER. Yes, sir; after the abrogation of the reciprocity treaty we dropped back to 775,425 barrels.

Mr. DOLLIVER. This is in Brazil alone?

Mr. GALLAGHER. In Brazil alone we lost a trade amounting to 145,575 barrels of flour. Brazil did not only abrogate that treaty, but placed a duty of 42 cents a barrel on our flour at that time; and you, gentlemen, are all aware that one of the chief competitors this country has in the production of breadstuffs is the Argentine Republic, and that to-day, of all the breadstuff-producing nations in the world, there is no nation, unless it be Russia, that is making the efforts the Argentine Republic to-day is to establish mills and to control the Brazilian flour trade, while American mills suffer from the disadvantages of the tariff mentioned.

Mr. TAWNEY. You operated for three and a half years under the reciprocal arrangements between Brazil and the United States?

Mr. GALLAGHER. Yes, sir; and we made a gain every minute of the time.

Mr. JONES. We had 4,000 barrels of flour in transit to Cuba when the treaty expired. We were asked to pay duty when it landed, but, by having the authorities at Washington and the authorities in Cuba confer they agreed that all flour in transit at the time of the signing of the bill by the President of the United States should be landed free, but that on the coast could not be.

The CHAIRMAN. Do you sell your flour in Brazil for 40 odd cents a barrel more than you did before you were compelled to pay this additional duty. In other words, do you make the 42 cents a barrel out of the American producers or out of the Brazilian consumers?

Mr. GALLAGHER. I do not know how to answer that exactly, for the reason I do not fully understand what you wish to show.

Mr. TAWNEY. Are you exporting flour to Brazil now?

Mr. GALLAGHER. We are.

Mr. TAWNEY. Then, when you sell to the dealer or consumer over there, do you add that 42 cents duty to the price of the flour and sell your flour that much higher?

Mr. GALLAGHER. We have to do it; we can not do anything else.

The CHAIRMAN. You sell your flour that much higher, then?

SALES OF FLOUR IN THE WEST INDIES.

Mr. GALLAGHER. Yes, sir; we have only 10 per cent margin above the cost of raw material and labor, at our best. Oh, yes; we have to do it. It is the superiority of our flour that permits it to go in there at all. We had a reciprocal arrangement with Spain for Cuba and Puerto Rico. In 1893-94—I will give it that way, from June, 1893, to the 1st of July, 1894—we sold to Cuba 662,248 barrels of flour. We sold to Puerto Rico during that year 200,813 barrels. This statement will give you the contrast between flour trade under reciprocal treaties and without that influence. To Santo Domingo we sold that year 44,173 barrels, and to the West Indies outside of Santo Domingo—that includes

all of them down in that sea—we sold 937,556 barrels, making a total of 1,844,790 barrels in 1893–94 crop year. Now, commencing with the crop we were beginning to grind on July 1, 1894, and counting to the end of 1895—

Mr. DOLLIVER. A similar period of 1894 and 1895?

Mr. GALLAGHER. Yes, sir; we sold to Cuba 379,856 barrels and we sold to Puerto Rico 118,617 barrels, and to Santo Domingo 41,836 barrels, and to the other West Indian Islands 951,492 barrels, making a total of 1,491,801 barrels of flour.

Mr. TAWNEY. That is a loss of how much?

Mr. DOLLIVER. I make the loss 499,000 barrels.

The CHAIRMAN. If you have an analytical statement of the whole subject you might leave that with the clerk of this committee, and we will use it with your statement.

Mr. TAWNEY. I think it would be well to file a detailed statement with respect to the losses sustained by these countries as the result of the abrogation of reciprocity treaties?

* LOSSES ON THE SALES OF FLOUR IN THE WEST INDIES.

Mr. DOLLIVER. We appear to have lost on the sale of flour to the markets mentioned 499,000 barrels. How much wheat does that represent?

Mr. GALLAGHER. Five bushels to the barrel is a full average.

The CHAIRMAN. Have you given the loss with all the various countries with whom we had reciprocal relations under the McKinley Act?

Mr. GALLAGHER. That is the principal loss, because those are the chief countries we had reciprocal trade relations with.

The CHAIRMAN. Have you figured out so you can give us the number of bushels of wheat that this loss represents to the farmers of this country?

Mr. GALLAGHER. Our loss in flour exports the past year represents the loss of 8,000,000 bushels of wheat. It not only represents the loss of 8,000,000 bushels of wheat sold abroad, but represents a loss of the beneficial influence that additional flour making would have on the American wheat markets and the milling and mill-building industries.

Mr. DOLLIVER. Now, if the sales have fallen off on these islands 500,000 barrels of flour, and each of those barrels represents 5 bushels of wheat, that would be 2,500,000 bushels of wheat?

Mr. GALLAGHER. You are calculating only our loss of trade in one section, while my estimate relates to our total loss. You will note that our loss is largely where we had reciprocal treaties abrogated, with Brazil, Cuba, and Porto Rico. American millers gained trade in some quarters, but sustained the net loss mentioned, 1,590,000 barrels, last year.

The CHAIRMAN. You are gradually extending your trade with various countries, but the loss you give us to-day is the loss you have experienced by reason of the repeal of the reciprocity clause of the McKinley Act.

THE FLOUR TRADE WITH FRANCE.

Mr. GALLAGHER. On account, they tell us, of our high tariffs on some products France has excluded us from French markets.

Mr. DOLLIVER. By a prohibitory or high tariff?

Mr. GALLAGHER. By a high tariff and the granting of a rebate to the millers of France who are exporting flour, for the purpose of killing the American milling industry.

The CHAIRMAN. Do you say the French millers get a rebate for selling to citizens of France?

Mr. GALLAGHER. For exporting flour milled in France.

Mr. TAWNEY. The export miller, as I understand, gets a rebate of about 25 cents a barrel?

Mr. GALLAGHER. Two francs, 38 cents, a barrel, I believe.

The CHAIRMAN. That does not keep you out of France?

Mr. GALLAGHER. Yes, sir.

The CHAIRMAN. How does that affect you?

Mr. GALLAGHER. They let our wheat in cheaper than they do our flour. They buy our wheat and mill it into flour, and export it to get the drawback.

Mr. McLAURIN. That ought not to injure you if it makes a market for the raw product?

Mr. KERR. The duty on the wheat is only about half of that on flour.

Mr. GALLAGHER. We are not making an argument in favor of selling wheat; you let wheat alone, it will sell itself.

The CHAIRMAN. What I am getting at is this: You say you are affected by being kept out of the market of France, and then you cite the fact they are exporting flour from there, and giving a rebate on exports. With that fact alone I can not see how it keeps you out of France.

Mr. TAWNEY. It gives the French miller that much profit over the American miller.

The CHAIRMAN. Not in his own country?

Mr. TAWNEY. That is not the point we are at. It is not what they are doing outside of France as what they are doing inside of France.

The CHAIRMAN. The French miller does not get any rebate for what is eaten in France?

Mr. TAWNEY. That is exactly what he does.

Mr. GALLAGHER. I think you are mistaken, Mr. Tawney.

Mr. TAWNEY. He mills the wheat in France, and when he exports that wheat in flour he gets a rebate or bounty, you can say, of 38 cents a barrel.

Mr. KERR. And takes it to England, where it is entirely free, with the advantage of 38 cents?

The CHAIRMAN. That affects England and not France, and we are getting at the statement of the gentleman of the effect in France. This rebate cuts no figure in the French market?

Mr. GALLAGHER. We will keep on that line for a few moments. Every manufacturer knows if he can keep his plant going he can employ his labor cheaper. If a man runs a big plant he can reduce the cost of the product. For instance, there are mills making flour at 15 cents a barrel, and in other mills it costs from 30 to 40 cents a barrel to make flour. Now, the milling industry of France was decaying; it was in a bad state. I tell you the millers of the United States make good flour and they are bad people when it comes to competition of lines of unrestricted trade, and there is nobody who can beat an American if you give him a show. That was a good trade and one highly valued by the mills throughout this country, and, while I am on the French subject, we will just include Germany—

REASONS FOR THE DIFFICULTIES IN FRANCE.

The CHAIRMAN. No, keep on France until we get through with that.

Mr. GALLAGHER. The producers, through the milling organizations of France, worked up an influence to induce that country to put a dis-

criminative, prohibitive tariff on American flour, and it admitted American wheat on such terms that it would not only prohibit all outside flour from entering their markets for domestic consumption, but they would be able, in the meantime, instead of being idle, to buy foreign wheat, mill it, and, by reason of the rebate, export it and take away the trade of any other country.

The CHAIRMAN. Now, right there; that is legislation in France respecting her domestic industries. Where does the reciprocity clause you speak of interfere with that?

Mr. GALLAGHER. There is, a little further on, a notation in that bill under the head of retaliation.

The CHAIRMAN. Leave that part out. I understand by reason of the repeal of the reciprocity clause of the McKinley bill you had been injured in France?

Mr. GALLAGHER. No, sir; by reason of the advance of our tariff on account of which France retaliated.

The CHAIRMAN. Were you affected in any way in France by the repeal of the reciprocity clause of the McKinley act?

Mr. GALLAGHER. No, sir; we had no reciprocity treaty with France.

The CHAIRMAN. I understood, earlier in your statement, that you had been driven out of France, and I took from the trend of your argument it was because it was legislation resulting in the repeal of the reciprocity clause, and I did not understand that. Now you and I understand each other. Then you are not affected at all by any legislation in this country—

Mr. GALLAGHER. Not exactly so. We are affected because in a matter of about six months after the McKinley bill was put in operation we advanced the tariff on several French products, I do not know to what extent and I am not prepared to state exactly, but we did, and it was well known and generally discussed, and France proceeded to enact and put in operation a law, as I told you, discriminating against our breadstuffs.

The CHAIRMAN. That was brought out for the protection of the domestic industry there in France—for the protection of the millers of France against the competition of American millers?

Mr. GALLAGHER. Yes; but we think it is reasonable to assume it is retaliatory against this country.

The CHAIRMAN. Do you know what articles produced in France were advanced in the Wilson bill?

Mr. GALLAGHER. I stated I could not give you that statement accurately.

THE RETALIATORY MEASURES OF FRANCE.

Mr. TAWNEY. Mr. Gallagher is speaking now of the advance of duty under the McKinley Act. These retaliatory measures were enacted in France after the passage of the McKinley Act?

The CHAIRMAN. Not after the passage of the Wilson bill?

Mr. GALLAGHER. No, sir; they were in effect before the Wilson bill passed.

The CHAIRMAN. When did the trouble of the American millers begin with France?

Mr. GALLAGHER. About six months after the operation of the McKinley Act. Now, if we understand the condition of trade in France, we will go to the consideration of Germany.

Mr. DOLLIVER. Let us confine ourselves to those countries with which we have reciprocal treaties.

Mr. TAWNEY. I think the inquiry of this committee ought to be confined to those countries with which we had reciprocal arrangements and those countries which impose a restrictive tariff upon this product or other products, because we want to find out what countries are imposing restrictive tariffs and excessive restrictions.

The CHAIRMAN. Have you any definite information as to whether the tariff on American flour in France is placed there as discriminating against the American products?

Mr. GALLAGHER. There is no doubt about it.

The CHAIRMAN. What evidence have you on that?

Mr. GALLAGHER. The fact that they placed it against our flour and buy our wheat.

Mr. DOLLIVER. Might not the object be to build up a great domestic industry in their own country?

Mr. GALLAGHER. Suppose that is the object, and we can prevent it, what of it?

Mr. TAWNEY. It has the effect of discriminating against the milling industry of the United States?

Mr. DOLLIVER. I believe we discriminated in the same way by admitting raw materials free.

The CHAIRMAN. We put a tariff on tin plate for the purpose of building up the industry here, and that injured Wales very much.

Mr. KERR. What objection is there to Wales retaliating against us?

The CHAIRMAN. But we did not legislate in the way of retaliation. I do not think any Government does that. This Government never has, to my knowledge.

Mr. GALLAGHER. Do you not recollect the beef retaliation? We opened up the markets of Germany.

The CHAIRMAN. That was to meet an emergency that existed there. We always legislate for the purpose of developing home industries, and then if knowledge is brought to this country that some foreign Governments are retaliating upon us because of our effort to protect American citizens, why then we have, as in the instance of meat products, authorized the President of the United States to retaliate.

Mr. TAWNEY. There is one question I want to ask you. Does France impose upon the wheat of the United States imported into that country a higher duty than wheat imported into that country from any other country?

Mr. GALLAGHER. I am inclined to think that France has now in operation—I am not positive, but it has been stated that Russia has, by the terms of some recent treaty, an advantage in France in the sale of wheat.

Mr. TAWNEY. So that if France is not imposing a higher duty upon American flour than it imposes upon the flour imported from any other country, then there is no discriminating tariff against us in favor of other nations?

Mr. GALLAGHER. No; not under those circumstances; but there is a discrimination against our flour in favor of wheat, and, to that extent, discrimination against an American manufacturing industry.

Mr. TAWNEY. It could not be a discriminating tariff unless that tariff was higher on a product exported from this country?

The CHAIRMAN. Unless the American product had to pay a certain per cent more than the Russian product or the Argentine product?

Mr. GALLAGHER. That is one view of it, but yet it discriminates against our flour in favor of our wheat.

The CHAIRMAN. You can assume that simply they did not put a

higher duty on that; it is no discrimination against us; it is a domestic arrangement that France has a right to indulge in without any complaint on the part of America. The only instance where we can make any complaint is if France imposes a higher duty upon the wheat or flour that is shipped from America than she does on the product of the Argentine Republic, Russia, or any other wheat-producing countries.

Mr. TAWNEY. Do you find that our flour pays a higher duty than flour imported into France from any other country?

Mr. GALLAGHER. I do not know of an instance of that. Russia has an agreement with Germany by which even her grain goes in ahead of ours and our millers are shut out entirely, and they only buy our grain when they need some fragments. There is a discrimination against our flour.

THE DUTIES ON FLOUR IN CUBA.

Mr. TAWNEY. I want to ask one question in relation to Cuba. You say immediately upon the abrogation of the commercial arrangement with Spain that Spain imposed a higher duty upon flour imported into Cuba, and that higher duty applied only to American flour?

Mr. GALLAGHER. Yes, sir.

Mr. TAWNEY. And it was how much per barrel?

Mr. GALLAGHER. It was sufficiently more per barrel on American flour than on any other flour entering Cuba to shut it out.

Mr. TAWNEY. It was \$4.13 a barrel?

Mr. GALLAGHER. Through the efforts of Mr. Gresham—I represented the millers before the State Department and presented the case, and through the efforts of Mr. Gresham and the State Department—the tariff on American flour entering Cuba was restored to the second column.

Mr. DOLLIVER. So there is now no discrimination?

Mr. GALLAGHER. There is no discrimination as between nations, Spain holding all of the advantage in those islands.

Mr. DOLLIVER. You still go into the amount of nearly 400,000 barrels a year?

Mr. GALLAGHER. Yes, sir; I make that Cuban tariff, Mr. Tawney, a little higher. You know there are some port dues down there, etc., and that puts it at about \$4.16.

Mr. TAWNEY. Now the duties paid on flour imported into Cuba is \$4.13 and some incidental charges growing out of their regulations added?

Mr. GALLAGHER. That is it. All countries pay this duty save Spain.

Mr. TAWNEY. What was the duty before the repeal of the reciprocity clause of the act of 1890?

Mr. GALLAGHER. Eighty-eight cents per barrel.

Mr. TAWNEY. So American flour under the reciprocity treaty paid 88 cents per barrel, and since the repeal of the reciprocity clause of the act of 1890, American flour pays \$4.13 a barrel?

Mr. GALLAGHER. Yes, sir; that is a fact.

Mr. TAWNEY. Another question. During the existence of this reciprocity treaty, did flour imported from other countries pay more than 88 cents per barrel?

Mr. GALLAGHER. They did not import any from other countries, save Spain. I do not know what the tariff on flour from countries other than the United States was, but it was doubtless the present rate. No other country can sell flour there if you let Americans into the market.

Mr. TAWNEY. That is due largely to the advantage the American producer had under the reciprocity treaty with Spain?

Mr. GALLAGHER. Yes, sir. For instance, Spain gets into Cuba free. Spain buys our wheat and mills it in bond, as it were, and sends it into Cuba. Now we can pay 88 cents in Cuba and whip Spain out of the market, even with her going in free; we did do it. Nobody else got a show in there. Another point, gentlemen, if you please, I would like to present to you.

THE TRADE WITH MEXICO.

We are situated right on the border of Mexico, a nation with 13,000,000 people. We have never sold them over 55,000 barrels of flour in a year. They are people who pay \$20 a barrel for flour to-day for which you gentlemen are paying from \$4 to \$5.

Mr. DOLLIVER. But they do not eat a great deal of it?

Mr. GALLAGHER. Who would at that price—and poor people at that? There are 13,000,000 people there, nevertheless.

Mr. DOLLIVER. They are not what might be called a white-bread community?

Mr. GALLAGHER. Well, perhaps——

Mr. McLAURIN. Do they buy flour there?

Mr. GALLAGHER. They do not eat it; they have not got it.

Mr. McLAURIN. Then they do not buy it?

Mr. GALLAGHER. The point I want to present to you is this: There are 13,000,000 of people there to whom we can sell breadstuffs. The federal tariff on flour is \$7.84.

Mr. DOLLIVER. Why is that?

Mr. TAWNEY. It is over \$10 a barrel.

Mr. GALLAGHER. Gentlemen, I will get to that in a moment. There is an internal tariff in Mexico——

The CHAIRMAN. From one State to another?

Mr. GALLAGHER. No, sir—worse; from one locality to another; for instance, one town will have a different tariff from another. If you bring a barrel of flour into the city of Chihuahua, thence to another town, even in the State of Chihuahua, every town puts its own tariff on it, and you pay it. You can get a tariff on a barrel of flour of about \$16 in Mexico.

Mr. DOLLIVER. Then it is very hard to do business with Mexico unless you induce them to revise their revenue system from the top to the bottom?

Mr. GALLAGHER. I think that is a laudable understanding.

Mr. DOLLIVER. I agree with you.

Mr. GALLAGHER. It is a laudable enterprise, gentlemen; and that is a part of the business we have before this committee. As I say, there are 13,000,000 of people down there, and they do not raise enough wheat to feed 1,000,000, and their flour costs anywhere from \$18 to \$20 a barrel.

The CHAIRMAN. And consequently they do not eat much of it?

Mr. GALLAGHER. They do not. At one time we had free trade with Mexico on corn, and Kansas City sold in three months nearly 7,000,000 bushels of corn to them, so that shows what the Mexican trade means if we could get it. If we can induce the extension of markets in Europe we will be glad to do it. For ourselves, if we can just extend the markets to the South and Southwest we do not want anything better in the West. Now, the Wilson Act, as you gentlemen know, just now cuts the tariff on lead ore in two and let hides in free——

Mr. DOLLIVER. Hides had been in free since 1883.

Mr. GALLAGHER. Well, live stock——

Mr. DOLLIVER. Reduced the duty on live stock.

Mr. GALLAGHER. Giving the only market possible to them——

Mr. DOLLIVER. Without asking any reciprocity?

Mr. GALLAGHER. Without asking anything. There is great gain to be made by both countries by a reciprocal commercial treaty between the United States and Mexico. I will tell you we can reduce the price of coffee in this country by having that sort of deal with Mexico, because we can reduce transportation charges——

Mr. DOLLIVER. If you undertake to let lead ores in free we would hear from some of the fellows in that business.

Mr. GALLAGHER. You can hear from all the lead-ore people in this country—they can come in a bunch, and they have a habit of doing that, but the millers have not—but you can take all the lead-ore people in this country, and all the iron-ore people, and all the iron mills in this country, and steel mills, and put them together and bring them here and mass their influence, and you have not anything to compare, gentlemen, with the influence of the people who are interested in wheat and the making of flour in this country, and you will discover that. That is an absolute fact.

Mr. DOLLIVER. That is a very emphatic statement, but the census indicates that the valuation of the poultry crop of the country is in excess of the value of the wheat crop.

Mr. GALLAGHER. We do not engage in commerce with poultry; we eat that.

Mr. JOHNSON. Our foreign commerce in that does not amount to anything.

Mr. GALLAGHER. Since you raised the question of poultry, what are the exports; I would be glad to know that?

THE FORMER EXPORTS TO FRANCE.

Mr. TAWNEY. Before you sit down I wish to correct a statement you made here. You stated that, when we exported flour to France, our export trade to France was materially injured in consequence of the duties imposed under the act of 1890, known as the McKinley law. I want to call your attention to the figures presented by the Treasury Department. In 1892, when we had the McKinley bill in force, we exported to France 210,402 barrels of flour, valued at \$1,178,475, and in the year 1895, under the present tariff law, our export of flour to France was 1,102 barrels of flour, valued at \$4,174; so you are mistaken in saying these discriminating duties imposed by France are due to a high tariff imposed by the act of 1890 upon products of France imported into this country.

Mr. GALLAGHER. Your statement of the trade of 1892, which is the greater volume, was accomplished before the retaliatory legislation spoken of by me became effective; and then you stated the trade of 1895, which has dwindled, but which was accomplished after the French retaliatory legislation was in effect, all of which seems to prove my argument.

Mr. TAWNEY. No; the motive of the legislation existed in 1890, when the act of 1890 was passed.

Mr. GALLAGHER. I would not like to hold to that, because, as I stated, it was a matter of six months, or thereabouts, after the McKinley Act went into effect that France retaliated. I do not know the exact time, but you see it reflected in the figures you quote.

Mr. TAWNEY. Our exports of flour, according to the Treasury statement, increased to 210,402 in 1892, and from 1892 to 1895 our exports of flour to France decreased to 1,102 barrels, valued at \$4,174.

The CHAIRMAN. In other words, it increased under the McKinley bill and decreased under the Wilson bill?

Mr. GALLAGHER. That is very natural it should until retaliation became effective.

Mr. TAWNEY. You can not attribute the decrease in our exports of flour to France to the enactment of the McKinley law, or duties imposed by that act?

Mr. GALLAGHER. We can, because of the retaliation against our products.

Mr. TAWNEY. The retaliation must have come since the McKinley Act was in force?

Mr. GALLAGHER. It naturally would. The fact is, we had those reciprocity treaties and our trade was extending at all times, and our millers were enabled to compete in France to better purpose because of the large business they were doing throughout the world. I believe if our markets are extended further we can produce the greater volume of flour still cheaper.

STATEMENT OF MR. AUGUSTINE GALLAGHER, OF KANSAS CITY—

Continued February 22.

Mr. CHAIRMAN: Since I was here the other day, upon inquiry it developed that France has two tariff schedules, A and B, like Spain more than any other nation that I could liken it to; and as we have no commercial treaty with France, so Mr. Emory informs me, who I believe is a good authority, and who is in charge of the Bureau of Statistics, we are liable at any time to be discriminated against by France, just as we were by Spain at the time of the abrogation of the reciprocity in the Cuban tariff. At this time France admits our wheat on the same basis of wheat from any other country, and our flour; and the chief complaint that the millers have to make is of the bounty business, by which they get our wheat into the country, grind it, and get a drawback on all they export.

AMERICAN MILLERS DRIVEN OUT OF FRANCE.

The CHAIRMAN. That practice, as I understand you, has largely driven the American millers out of the French market?

Mr. GALLAGHER. Not only that, Mr. Chairman; but they have gone into our Belgian trade and into the British trade, and the millers think if we can make such commercial arrangements with France, if we have a reciprocity law under which to act, it would bring them to time in that matter. In fact, we do not doubt that at all. Now, with reference to Russia and the Russo-German treaty, the latest information in the State Department shows that we are on an equal basis with Russia in the German market, and that the tariff is \$8.33 per ton on wheat and \$17.30 per ton on flour. Now, I wish, with the permission of the committee, to arrange my former statement to conform with that.

The CHAIRMAN. Very well.

Mr. GALLAGHER. Now there were questions asked the other day concerning our reciprocity treaties, and for the convenience of the committee I went into that yesterday, and I can give that statement now if you care for it.

The CHAIRMAN. Very well.

Mr. GALLAGHER. Our reciprocity treaty with Brazil was proclaimed April 1, 1891. It admitted flour free.

The CHAIRMAN. Into Brazilian markets?

Mr. GALLAGHER. Yes, sir; in the United States of Brazil. The tariff on flour in Brazil now is 42 cents per barrel. The reciprocity treaty of this country with Spain, covering the markets of Cuba and Porto Rico, was proclaimed September 1, 1891. It admitted flour at \$1 per 100 kilos, about 88 cents per barrel. The present tariff is \$4.16. The reciprocity treaty with the Republic of Santo Domingo was proclaimed on the same date, September 1, 1891, and all the breadstuffs that are mentioned in the schedules are admitted free. There is a tariff now of \$4.50 per barrel on flour. The treaty with Great Britain, including Trinidad, Barbados, the Windward and Leeward islands, British Guiana, and Jamaica was proclaimed February 1, 1892, under which breadstuffs paid 25 per cent ad valorem. Now the tariffs range from 72 cents, the lowest, to \$1.92, the highest, per barrel. The Guatemala treaty was proclaimed May 18, 1892, and grain, corn meal, and all breadstuffs mentioned in the schedule were admitted free. There is a tariff now imposed of \$2.65 per barrel on flour. The Honduras treaty was proclaimed April 30, 1892, at which time the tariff was 50 cents per barrel. That was abolished, and since the abrogation of the treaty there was a duty of 25 cents per barrel imposed. The treaty with Germany was proclaimed June 30, 1892, at which time the tariff was \$2.50 per 100 kilos, and the treaty reduced it to \$1.74.

The question was raised the other day as to the tariff charges of France on our breadstuffs, which at present amounts to 96½ cents per 100 kilos on wheat, and the flour tariff is graduated according to the percentage; we distinguish them in this country by grades, ranging from family up to patent, and that is graduated from \$1.54¼ up to \$2.31⅙ per 100 kilos, showing quite a large margin in favor of the wheat as against the flour. In addition to which, this drawback of which we speak is made operative and effectually shuts our millers out of these markets.

Now, the use of the word "discrimination," I find as applied by the milling interests of this country and applied by this committee does not agree. Now, the millers are satisfied they are discriminated against when grain is admitted on one basis and flour on another, and they think, in consideration of the great importance of the milling industry to the people of this country, that this Government should make such arrangements with all commercial nations as would admit them on an equality.

The CHAIRMAN. That is, flour on an equality with the wheat?

Mr. GALLAGHER. Yes, on an equality with the wheat. Then with the machinery that the American millers have at their command and the excellent wheat they always have, they feel able to compete with any people in any market unless it is taxed so it is prohibitive to all people. That is the phase of the question that the millers would have this committee take into its most serious consideration, and in doing that to take into consideration the great importance and the far-reaching effect of the successful as against the unsuccessful operation of American mills.

THE MILL-BUILDING INDUSTRY.

Now, there is a phase of that question I did not bring to your attention the other day, and that is the mill-building industry of the United States. There are in this country to-day some thirty large machine shops and foundries, and many of them are manufacturing institutions of the very first importance, all of them devoted to the building, rebuilding, and repair of flour mills and like industries.

The CHAIRMAN. Where are these institutions located in a general way?

Mr. GALLAGHER. They are located in Milwaukee, in Chicago, in Indianapolis, in Moline, in Buffalo, in Chambersburg, in Jackson, Mich., and a dozen other places, and in many of those cities the mill-building institutions are not only prominent in the country, but they are the leading institutions in those cities.

The CHAIRMAN. Can you give an estimate approximately of the number of employees who are engaged in the services of these thirty-odd industries of which you speak?

Mr. GALLAGHER. Well, that would be very hard to do, but I can give you an idea of what that would be. In Indianapolis there are two very prominent concerns—I expect it would not be exactly wise to give their names in this connection?

The CHAIRMAN. Not necessarily.

Mr. GALLAGHER. There are two prominent concerns to-day employing a thousand men each, I presume, and they have been up to 1,500 and 2,000 men. In Milwaukee the first manufacturing industry of that city is a mill-building concern. The product of the foundries, machine shops, of the year I have taken all my figures from, 1890, was \$412,000,000. That is the metal machine product. Now, adding to that the wood, and I have made a hurried calculation from the machinery representation in the census report, and I believe that the mill-building industry in this country will amount to more than 10 per cent of the machinery-employing industries of the country. Now, that may look big, but when you come to take into consideration the immense number of mills there are all over the country, and that they have to be repaired every year, if they have money to pay for it, it is an immense industry; and there is not an industry in the United States to-day, I dare say, that is complaining louder of the dull times and hard business, and it is altogether due to the fact that the mills are not prosperous; and they are not building additions, they are not buying new machines to replace old ones, as they believe they will be easily enabled to do if, by the enactment of such a law as is proposed, they should be restored to their old markets, and have a fighting chance for new ones abroad.

THE CONSOLIDATION OF MANUFACTORIES.

The CHAIRMAN. This question has been suggested to me and I would like to hear you upon this phase of it; that one thing that has affected the milling industry of the country is the fact that such a large capital has gone into special concerns like Pillsbury's, of Minneapolis, and those mills which are now controlled by an English syndicate, and they are enabled to manufacture flour on so large a scale that they are wiping out the smaller mills all over the country. This subject was brought to my attention by millers in Illinois. Now, I would like to hear from you on that subject, if you have any information to give me and the committee.

Mr. GALLAGHER. Well, sir, I do not hesitate to state to you, for the use of the committee or for any public use you want to make of it, that I think that the Pillsbury-Washburn Company you mention as one procures the highest grade of prices in this country. Now, it matters not how cheap a man can manufacture, if he does not demoralize the market by selling cheap it does not injure that market, does it? It is a matter of fact throughout the country and abroad that the prices obtained by that concern, and by big concerns of like character, are uniformly above the prices obtained by smaller mills. Now, there is

another phase of that question which has come to my attention time and again and could be used very well in answer to your query. It happens from time to time that a miller who has neither the capacity for manufacturing flour, nor knowledge of the foreign trade, takes it into his mind to become an exporter and he sets about it. Instead of being able to establish an agency abroad, or perhaps he only goes to New York or New England from the West, and instead of being able to establish an agency wherever he undertakes to reach new trade at a distance and engaging in the business on a competitive basis, a great many of them have been in the habit of consigning flour and the commission men have a merry time with them, and the result of it would be they would get no profit out of their business and come to the conclusion that the big millers in the trade were driving them out of the trade. Now, I think that is untrue for the two reasons I have given, and for the additional reason that there has during a dull period in latter times, well, I will say a time or two, been attempted the formation of a combination for the purpose of not fixing the price of the manufactured product, but of arranging for a certain output, that is a certain running time, so as not to flood the market and overstock it. Well, these agreements were made as nicely and looked as promising as anything you ever heard of. They were broken the next day, and they were never able to put a single one of them into effect, for the simple reason that you can not form a combine in which there are 16,000 to 18,000 people interested. You might get 500 to agree verbally to a proposition but you would not get 10 to sign a document on any such subject, but while the 500 gentlemen were going to do that there would be 5,000 go out and take their customers away from them, so I believe the view of the case as given you by the millers to whom you refer, Mr. Chairman, is not a true guide in this question.

The CHAIRMAN. So it is not chargeable to any reduction in price so as to crush out the smaller millers?

TENDENCY TOWARD LARGE CORPORATIONS.

Mr. GALLAGHER. I will say the tendency in the milling business has been for some years toward merging small mills into larger corporations. That has been one of the results of hard times so as to reduce salaries and cost of operating. For instance, there is in this river valley a grade of wheat that is, perhaps, not exactly matched anywhere else in the country, and yet beyond the ridge or mountains, as the case may be, on the other side another grade of wheat and it is vastly different. Now, take it in Kansas, what we call Kansas hard winter wheat, a wheat celebrated throughout the flour-eating world. That wheat is produced in a section of southern Nebraska, a portion, probably half the State, of Kansas, and a little of west Missouri and northern and central Oklahoma, and as far as we know it does not do well anywhere else. It is produced there better by many per cent than anywhere else in the world. Now, if that area was one-quarter as big you could see that those mills could reduce their expenses by going into a corporation. Wherever there is a territory as narrow as to include—well I have known in Dakota from twelve to fifteen mills under one general management, and that has been during these recent times, and that has been proven a failure because the association failed, and the millers have not been encouraged to do that sort of thing because almost every time they have tried it they have come to disaster, so that they have come to the conclusion that it is not the hope of salvation. It is a business,

as I stated the other day, that is not susceptible of combination, and they must go in the open and compete with the world in the markets, and it is for a chance to do that, it is for the influence of this Government in commercial affairs to give them that privilege, that they are presenting this case at this time.

Now I have here, which I wish to present before I close, a petition of the Kansas City Board of Trade and a document setting forth the position of the Chamber of Commerce of Cincinnati with reference to this bill.

PETITION FROM BOARDS OF TRADE.

KANSAS CITY, MO., *February 15, 1896.*

AUGUSTINE GALLAGHER, *Hotel Raleigh, Washington:*

The following was this day adopted by the members of the Board of Trade of Kansas City, Mo.:

Whereas it is believed that the extension of foreign markets for American breadstuffs, and the products of American agriculture generally, would be greatly facilitated by the enactment of House bill 3212, introduced by Mr. Kerr, of Ohio, and now being considered by the Ways and Means Committee of the House: Therefore, be it

Resolved by the Board of Trade of Kansas City, Mo., That the bill above mentioned be approved by this body, and that our Representatives and Senators be urged to work for its enactment and approval.

W. D. CHARDE, *Secretary Board of Trade.*

CINCINNATI CHAMBER OF COMMERCE AND MERCHANTS' EXCHANGE,
Cincinnati, February 14, 1896.

DEAR SIR: Referring to conversation on yesterday morning in regard to the position of the Cincinnati Chamber of Commerce on the question of reciprocal trade, I hand you inclosed a sheet on which appears a proposition submitted by the Chamber of Commerce to the National Board of Trade for consideration at its recent meeting in Washington last month; also action taken by our Chamber of Commerce in April, 1894, prior to the adoption of the Wilson bill, which clearly expresses the position taken upon the questions involved. I will say further that at the last meeting of the board of directors of our association, on February 4, the bill known as House bill 3212, introduced by Mr. Kerr, was considered and referred to a committee for a report. I am justified in assuring you that this committee will report favorable to this bill, taking a position by which our Congressmen will be urged to support it. You will therefore see that our association has taken a well-defined stand on this question.

Wishing you success in your efforts, I am, truly, yours,

C. B. MURRAY, *Superintendent.*

MR. AUGUSTINE GALLAGHER, *Washington, D. C.*

SUBMITTED BY CINCINNATI CHAMBER OF COMMERCE TO MEETING OF THE NATIONAL BOARD OF TRADE, JANUARY, 1896.

Resolved, That the National Board of Trade renews its appeal to the Congress of the United States to promptly adopt measures for the establishment of reciprocal trade relations with Canada, with Mexico, and with the States of Central and South America.

ACTION IN APRIL, 1894, BY THE CINCINNATI CHAMBER OF COMMERCE.

Whereas the proposed revision of the tariff threatens to disturb the relations existing between the United States and certain countries with which reciprocity treaties are now in force, including countries which have developed a large increase in importations of American products under such reciprocal relations, as, for instance, the Island of Cuba, where importations of American goods advanced from \$9,000,000 in 1890 to nearly \$24,000,000 in 1893, the gain including such articles as machinery, tools, wire, engines, agricultural implements, steel bars, cut nails, boots and shoes, flour, and a great variety of other articles, which trade for the most part would be destroyed, to the great injury of American industry, under an abrogation of such treaties, a condition which would necessarily follow the exaction of duties on articles imported from such countries now on the free list: Therefore

Resolved by the Cincinnati Chamber of Commerce, That the members of the United States Senate, and especially those from Ohio and adjacent States, are hereby earnestly requested to consider the full importance to American industries of results which would follow such interference with the growing trade with countries with which reciprocity treaties are in force as the abrogation of such treaties would imply, and that they are urged, in the consideration of the Wilson bill, to keep in view the necessity of maintaining measures in some form by which there shall be avoided a termination of conditions admitting of the continuance and extension of commerce in the direction named.

By order of the president of the Cincinnati Chamber of Commerce.

C. B. MURRAY, *Superintendent.*

ACTION OF THE NEW YORK PRODUCE EXCHANGE.

Mr. GALLAGHER. I have also in hand, but I will not file with the committee, for reasons I will state, a letter which explains the action of the Produce Exchange of New York. The reciprocity feature of the Kerr bill, the bill for extending reciprocity, was approved on Wednesday afternoon by the board of managers of the Produce Exchange of New York, but they declined by an almost unanimous vote, I am sorry to admit, but it is true, to approve the retaliatory feature of it. Now, I think unless you want the schedule of the various treaties of all the South and Central American countries, which I have, I am through.

There is one thing more I wish to state, however. There was a resolution, I believe, adopted by this committee providing for a reciprocity inquiry. That will take you a long time. It will necessitate a great deal of delay, and delay, of course, is what the millers do not want; and I think you will find, when you get through with that inquiry, that you will have figures showing that we lost just about the amount of trade on account of the abrogation of the reciprocity treaties that I have stated and which is reported in the Bureau of Statistics of the Treasury Department. The sum total will be that. However, if it is determined by the committee to continue that inquiry at that length, I will be able to file with you the names of the large number of exporters who were directly interested in that branch of the trade and who are competent witnesses to give evidence in the case.

The CHAIRMAN. I think you had better send me a list of the names, and I will submit the matter to the subcommittee in view of whether they will take immediate action on the Kerr bill or other of these bills, or a substitute bill, or whether they will deem it wiser to get it from our inquiry. I do not think it is going to take the length of time you indicate, because I think with the information and such an expert as we shall secure and the assistance that we will have that we can gather this information very quickly.

Mr. GALLAGHER. Well, I hope that is the case, because the milling interests, as you know, have looked to this Congress——

The CHAIRMAN. For relief?

Mr. GALLAGHER. Yes; and they look to this committee, and they believe they are reposing a confidence in the right direction. Everyone connected with the trade was amazed at the abrogation of the reciprocity treaties, and scarcely believed it or understood it, and every day of delay now, as you can clearly see, indicates to those who are remote from the scene of action that Congress does not think that this industry is half as big as it is or as near as important, and that it does not amount to much as a matter of fact.

I thank you very much for your kindness and for the kindness of the committee.

Thereupon the committee adjourned, subject to the call of the chairman.

STATEMENT OF MR. CHARLES A. PILLSBURY, OF MINNEAPOLIS.

The CHAIRMAN. Would you be kind enough to give the reporter your full name, your address, and what interests you represent?

Mr. PILLSBURY. Charles A. Pillsbury; I am general manager of the Pillsbury-Washburn Flour Mills Company of Minneapolis, which is the largest milling plant in the world, and I am also president of the National Millers' Association of the United States; my address is Minneapolis, Minn.

The CHAIRMAN. Now you can go on and state if you have made any effort to extend your foreign trade, and if so, by what means, stating in what countries and with what success.

Mr. PILLSBURY. I have a few remarks in writing, which I will read, and then I will state in regard to that.

I appear before you, gentlemen, in behalf of the milling industry of the United States, to ask you to inaugurate such legislation as will give that industry a fair show in the markets of the world. As to our home markets, we ask no favors, for we can hold our own against all competition.

I am embarrassed by the fact that several millers have already appeared before you, and I am ignorant of what they have already said to you, and I may possibly repeat many statistics which have already been given you. I fear I can tell you nothing new, but can only emphasize what has already been said by those who have preceded me.

You will appreciate the magnitude of the milling industry when I tell you that there were in the United States in 1890 nearly 20,000 flour mills, and the value of their product, based on the very low prices then prevailing, was \$575,000,000. This is about \$100,000,000 more than the iron and steel industry, and nearly as large as the wool and cotton industries put together. These show the overwhelming importance of the milling industry.

The CHAIRMAN. That is an astonishing statement, is it not?

Mr. PILLSBURY. Yes, sir. This milling industry is confined to no section, but is established in all parts of our country, helping to maintain the price of the cereal, and greatly adding to the welfare of the farming community, who are the backbone of our people. This industry has gradually grown up, with no protection from our Government, because, from the very nature of things, home protection is unnecessary. Our exports of flour have gradually grown until in the year 1894 they reached nearly 17,000,000 barrels. Of this amount over 11,000,000 barrels were to the United Kingdom, Holland, and Denmark, which are about the only countries in Europe that give us a fair show; and as you well know, these countries contain but a small part of the population of Europe. If we had the same advantage in the other parts of Europe, every bushel of our surplus wheat would be exported in the manufactured article of flour. This great industry is threatened with serious harm on account of the unfavorable legislation which other countries are continually making against us, and more particularly on account of the repeal of the so-called reciprocity clauses which were enacted a few years ago. The United States produces on an average of nearly 500,000,000 bushels of wheat, over one-third of which must find an outlet in other countries.

THE EXPORT TRADE IN FLOUR.

Up to the year 1894 exports had so increased that over one-half of this exporting was being done in the shape of flour; and it has been and is now the aim of the milling fraternity in the United States to so

push their trade into foreign countries that very little, if any, of the wheat should be exported as raw material.

It is not necessary for me to take the time of you gentlemen to show the immense advantage that this would be to this country in the way of giving increased labor to our own citizens. This trade has been growing so rapidly that nearly every other country in the world is now, either directly or indirectly, legislating against it. When the so-called reciprocity treaties were enacted in the McKinley bill the milling fraternity of this country thought they saw a ray of hope to extend their trade. This was, of course, all dashed to the ground when said clauses were repealed; and unless we get the help of the legislative bodies, our export trade in flour is bound to diminish rather than increase. To-day we have practically no untaxed selling territory abroad, except Great Britain, Holland, and Denmark. Our flour has been driven out of France, Germany, Belgium, and Sweden by heavy and discriminating tariffs.

We are almost completely shut out of Mexico, and largely out of Cuba. Brazil and other South American countries have placed a duty on flour, in retaliation for the withdrawal of reciprocity privileges, which is causing our trade there to be supplanted with flours from other countries. Some countries, like France, have actually gone so far as to give a bonus to their millers on flour that they export of nearly 50 cents per barrel; and if this is not stopped, the French millers will be able to come to America, if necessary, to buy their wheat and still drive the American miller out of a large number of the markets of the world, while grinding wheat grown almost at the very doors of the American miller.

I do not propose to burden you with figures; I presume your committee will take steps to obtain all that are necessary in that direction.

Our troubles may be divided into two heads, first, repeal of the so-called reciprocity treaties, and, second, unfavorable legislation by other countries.

As to the first head, perhaps Brazil and Cuba are two notable examples. Before the reciprocity treaties were enacted we were exporting to Brazil about 730,000 barrels of flour per annum. During the life of the reciprocity treaties this trade increased about 200,000 barrels per annum. Since the repeal of the reciprocity clauses this trade has fallen off nearly 150,000 barrels per annum.

A more notable example yet is that of Cuba. Before the reciprocity treaties were enacted our trade in Cuba was a little over 100,000 barrels per annum; during the life of the treaty the trade grew to be over 650,000 barrels; since the repeal our exports of flour to Cuba have fallen off nearly one-half.

These figures do not give the full effect of the enactment and repeal of the reciprocity treaties. From the very nature of things a consumptive article like flour has to gradually grow into use. If people have been in the habit of using one kind or quality of flour, and cooks are educated in that direction, it takes a good little while for them to use flour of a different make and texture, and so the theory of the millers of the United States is, if the reciprocity treaties had been allowed to stand, that this increase would have gone on year by year until all the surplus wheat of this country would have been exported in the shape of flour.

EXAMPLE OF UNFAVORABLE LEGISLATION.

An example under the second head of unfavorable legislation I have already referred to: France next to the United States is the largest

wheat-producing country in the world, and it is also one of the largest if not the largest, wheat consuming country in the world. They have placed a duty on our flour of \$1.90 to \$2.75 per barrel, while the duty on wheat is but 37 cents per bushel. This, in itself, is very largely a discrimination, besides which they have arranged a system of "drawbacks" on flour that their millers export to other countries, whereby there is a profit of nearly 50 cents per barrel for the French miller to buy foreign wheat and then export his flour. That is to say, he gets nearly 50 cents per barrel more (as drawback) on the flour exported than he pays on the wheat it takes to make the flour.

In Germany the duty on wheat is 32 cents per bushel. A corresponding duty on flour would be about \$1.50 per barrel, but their duty on flour is \$2.21.

All these countries whose policies are so oppressive to the American trade are large exporters of manufactured goods to this country, and can therefore easily be reached by retaliatory legislation.

It is not necessary for me to take up your time as to the equity of reciprocity. The arguments in favor of legislative aid and countenance to our mills are so evident and unimpeachable that it would seem as if the facts would have to be simply called to your attention in order to have you apply the proper remedy. That remedy can only come from our country's lawmakers, and it is the hope of the millers of the United States that the lawmaking power will not permit an industry upon whose prosperity millions of our citizens directly or indirectly depend to struggle along against heavy and increasing odds as it is now doing.

We hope that your committee will make a thorough and exhaustive examination into this subject and bring in the necessary bills to correct the evil as far as possible. The organization which I have the honor to represent, the National Millers' Association of the United States, and other organizations more or less local, will be happy to cooperate with your committee, in giving them all information upon this subject, and to discuss with you as to the proper remedies. I think Congress should pass a bill broad enough, first, to carry out the principle of reciprocity, and enable our Government to make reciprocity treaties in this direction; second, to enable our Government to place retaliatory duties against countries who are, like France and Germany, placing an unequal and unfair duty upon the manufactured products of our wheat.

As I said before, we are not before you for the purpose of occupying your time in lengthy, tedious remarks, as we feel that you have but to acquaint yourselves with the facts to recognize the necessity of such legislation, and that when you have thoroughly investigated the subject you will be able to recommend proper measures and to pass laws necessary to correct the evil.

THE DIFFICULTIES IN THE FRENCH MARKET.

The CHAIRMAN. I wish you would explain a little more in extenso the troubles which you millers have had in getting into the markets of France.

Mr. PILLSBURY. The trouble we have in getting into the market of France is, first, the duty on flour is very much larger than it is on wheat; but that is not all of it. The French are now crowding us out of other markets on account of a system of rebates and drawbacks, which gives a miller a great deal more drawback on the flour exported

than he has to pay on the corresponding amount of wheat. It practically amounts to a bounty, but it is covered up by the name of drawback. Now, we get drawbacks in this country, but it does not amount to anything, because we never have to import wheat; but if we did, I figure it out, on bringing in wheat from Canada, the regulations of our shipments would have to be quite modified to overcome it. Now, they do not even have to export the flour made from the identical wheat. In this country we would have to take the wheat, grind it by itself, and export the identical flour.

The CHAIRMAN. You would have to keep a separate account, so the Government officer could see?

Mr. PILLSBURY. Yes, sir.

The CHAIRMAN. How long has this discrimination existed in France?

Mr. PILLSBURY. I should say three or four years; since I have noticed the French shipping flour into other markets.

The CHAIRMAN. Had you at any time, either before or after the reciprocity clause of the so-called McKinley law, taken any steps toward developing any trade in any of the South American States?

Mr. PILLSBURY. Yes; but the South American States are a little like the Southern States of this country, they use more winter wheat flour than spring wheat flour, and I am a manufacturer of spring wheat flour.

The CHAIRMAN. You seek the colder countries?

Mr. PILLSBURY. Yes, sir. Now our flour goes to the north of Europe. Southern countries using American flour would be likely to use Southern-ground winter wheat; flour from the winter wheat section of southern Illinois, St. Louis, Baltimore, and those flours.

EFFECT OF THE REPEAL OF RECIPROCITY

The CHAIRMAN. What effect, in your judgment, has the repeal of the reciprocity clause of the McKinley bill had upon the flour industry of this country?

Mr. PILLSBURY. It has steadily crippled our market for the American product, and the effect has not been as bad on this last crop as it would have been if the winter wheat crop had been a full crop; but this last year the winter wheat crop was comparatively a failure. We were building up and largely increasing our trade every day in the South American countries, but now the trade is bound to diminish.

The CHAIRMAN. Is it of any benefit to the wheat grower of this country to have his wheat milled into flour rather than to have it shipped abroad and milled?

Mr. PILLSBURY. It is an immense benefit in all times of the year except when the farmers are fairly deluging the markets with wheat, and mills are paying considerably more for wheat than it would be worth to sell put in larger markets, shipped direct as wheat.

The CHAIRMAN. Then, if I understand you correctly, the tendency is that by such legislation as will benefit the mills of this country will increase the price of wheat in this country to the producer?

Mr. PILLSBURY. Yes, sir; largely because if they can make a competition for wheat at home it would give better price for wheat and the miller does not care how high he pays for wheat, providing no other competitor can come in and buy cheaper wheat. The miller would make more money if wheat was always a dollar a bushel than at 50 cents a bushel, and we would rather see it a dollar, and this milling demand is a continuous demand and takes it out of the line of speculators. It

is the great lot of wheat going to these larger markets which stands as a menace and keeps the market down at home.

The CHAIRMAN. It would equalize the sale of wheat over the twelve months.

Mr. PILLSBURY. Yes, sir; it would be kept back in the country.

PEOPLE ENGAGED IN THE MILLING INDUSTRY.

The CHAIRMAN. Could you give in round numbers the number of employees who are engaged in the milling interests?

Mr. PILLSBURY. I think I have it here—no, I have not that at hand. I think you can get it out of the census—Mr. Curtis can readily get it for you—but it must be an immense number. While the gross amount is ahead of any other industry, I do not think the employees would show up as large. There is a less percentage of labor than it would be in some other industry, but the gross amount shows it is the largest industry in the United States; very much.

The CHAIRMAN. These 18,000 or 20,000 mills you spoke of in your statement I believe are scattered over the country.

Mr. PILLSBURY. They are scattered everywhere, but, of course, in all States that do not raise a surplus amount of wheat the mills are small and used for what you call “gristmills.” What we call merchant mills are in those States which raise a surplus of wheat.

The CHAIRMAN. In giving your direct statement you spoke about a practical prohibition in Mexico. How long has that existed?

Mr. PILLSBURY. It has almost always existed in Mexico. There has been very little American flour going into Mexico.

The CHAIRMAN. Yet we are large consumers of Mexican produce?

Mr. PILLSBURY. Yes, sir.

The CHAIRMAN. That is a country really where reciprocity could be very successfully put in operation?

FLOUR ALWAYS FOLLOWS CIVILIZATION.

Mr. PILLSBURY. Yes, sir; but there is one peculiar thing about the production of wheat flour. You know that follows civilization. You let the missionary go into a territory and the wheat flour follows him as people get less barbarous and more civilized, and you find, taking it among the colored people in the South, that when they begin to get better off they begin to eat wheat flour. Another thing in regard to the introduction of wheat flour is where it is once introduced it always grows.

The CHAIRMAN. It never goes back?

Mr. PILLSBURY. It never goes back, but increases everywhere. That is precisely so, and millers figure we can spend a good deal in introducing flour because if we once get it introduced the trade always sticks to it.

The CHAIRMAN. To what countries do you mostly export your flour?

Mr. PILLSBURY. The spring-wheat mills, to which our mills belong, export their flour to the countries of northern Europe, mostly England and Holland. Our own particular brands are as well known in England and Holland as they are in this country, and we export over 1,000,000 barrels of flour.

Mr. McLAURIN. At what place are your mills located?

Mr. PILLSBURY. At Minneapolis, Minn.

The CHAIRMAN. The country which is contributory to Minneapolis is the best wheat-growing country in the world?

Mr. PILLSBURY. Yes, sir; Minnesota and the two Dakotas.

Here is a letter written to Mr. Fletcher which he desired me to present to you:

DISCRIMINATION IN ENGLAND.

MINNEAPOLIS, MINN., *March 14, 1896.*

DEAR SIR: The millers of the United States have been greatly disturbed of late, owing to report reaching them that the dock companies of London are contemplating an advanced charge for all American flour landed on the quays of London. The system hitherto has been as follows: A ship comes up to the wharf to discharge her cargo. All flour that is destined for London proper is landed on the quay, is allowed to remain there seventy-two hours, and a charge of 1s. 6d. is made per long ton of 2,240 pounds. Any flour that a London importer may wish to distribute to the smaller ports along the coast he can discharge into a small vessel or lighter during this period of seventy-two hours, and thus avoid the charge of 1s. 6d. which would be demanded if the cargo was discharged on the quay and then from the quay to the lighter or small vessel.

The dock companies, in league with the steamship companies, now propose to make the charge for landing flour on the quay, 2s. per long ton; and in addition to this, propose to reduce the time from seventy-two hours to twenty-four hours. This is a greater change than would at first appear, for in times of active business our London correspondents inform us that it is impossible to get papers put through the necessary form within the twenty-four hours, leaving no time whatever for the loading of the ship into the lighters or small vessels, so that all flour will necessarily be subject to the charge made for landing on the quay. They further inform us that wheat will be exempt from this charge.

You can see plainly that this is a thrust at American millers and a direct discrimination in favor of wheat, which of course will be a great advantage to the English millers; and in reality this excessive dock charge which is proposed will act as a tax on American flour.

It is also pointed out to us that American flour is further discriminated against, owing to the fact that all French flour (the importation of which has greatly increased during the past year) coming into London by means of smaller craft from France is delivered at the smaller docks along the Thames and enters London free of all dock charge. You can see, therefore, that there is again a discrimination against American flour: First, in favor of American wheat, and second, in favor of French and other flours.

We hardly need point out to you that the American miller is already hard driven, and that America at present can not take care of her entire output and must look to the foreign trade to take a large portion of her manufacture. When you consider that we are already cut out from Cuba and other markets, and when you consider that the French miller, by reason of a bounty guaranteed to him by the Government, is becoming a strong competitor, and when you consider this additional burden that will be put on American flour if the dock companies succeed in putting through this measure, you can readily understand the importance of taking some action to prevent such a course being carried through. The English Parliament is strongly opposed to discriminations of this character, and such additional dock charges are in reality illegal. However, the dock companies propose to carry through their measure safely by forcing the steamship companies to insert in their bills of lading a clause to this effect, and in this way they escape all danger of doing anything illegal. For, if the clause is inserted in the bill of lading and the miller is forced to accept such bill of lading, the dock companies are relieved of the danger of an illegal measure.

Will you kindly give this matter your attention, as we believe it is of importance to one of the greatest industries of America.

Yours, truly,

WASHBURN-CROSBY Co.

Hon. LOREN FLETCHER,

House of Representatives, Washington, D. C.

Messrs. Washburn-Crosby telegraph me they will come down themselves and appear before your committee. I will state the English courts sustain these bills of lading—

The CHAIRMAN. On the principle that a man who makes a contract can not complain.

Mr. PILLSBURY. But we are forced to sign these bills of lading.

The CHAIRMAN. But that is not the practice in the American courts?

Mr. PILLSBURY. No; the principle of the American courts is the

railroad companies can not relieve themselves of their common law liability.

The CHAIRMAN. If you ship at all you have to ship——

Mr. PILLSBURY. On the ordinary bills of lading in printed form, which they agree upon. I do not think any statement is necessary, as the letter is sufficiently plain.

The CHAIRMAN. What legislation would you recommend?

Mr. PILLSBURY. I can not think of that right on the spot.

The CHAIRMAN. We are very much obliged to you, Mr. Pillsbury.

Mr. PILLSBURY. I am very much obliged to you, Mr. Chairman and gentlemen, for the courtesy you have shown me.

Mr. Pillsbury also filed the following statistics:

What we bought from Cuba in 1893 under reciprocity.

[Value in gold dollars.]

Tobacco	\$9, 000, 000
Cigars and cigarettes	2, 750, 000
Bananas	1, 650, 000
Cocoanuts	150, 000
Other tropical fruits	550, 000
Molasses.....	1, 000, 000
Sugar	60, 607, 000
Cedar, mahogany, and other woods.....	1, 000, 000
Iron ore (414,000 tons)	642, 000
Total.....	77, 349, 000

What we sold to Cuba in 1893 under reciprocity.

[Value in gold dollars.]

Agricultural implements	\$130, 000
Manufactures of brass	44, 000
Bread	32, 000
Corn	582, 000
Wheat flour	2, 821, 000
Carriages.....	316, 000
Railway cars	271, 000
Chemicals, drugs, medicines, etc	280, 000
Coal.....	931, 000
Copper	48, 000
Cotton goods.....	147, 000
Cordage and twine.....	76, 000
Glass and glassware	118, 000
Hay	54, 000
India rubber.....	42, 000
Ink.....	10, 000
Telegraph and telephone instruments.....	115, 000
Castings and hardware.....	500, 000
Machinery.....	2, 792, 000
Nails	128, 000
Steel rails	327, 000
Saws and tools.....	244, 000
Scales and balances	63, 000
Sewing machines	96, 000
Locomotives.....	419, 000
Stationary engines.....	130, 000
Boilers	322, 000
Fencing wire	321, 000
Miscellaneous manufactures of iron and steel.....	1, 344, 000
Lamps and chandeliers.....	51, 000
Boots and shoes.....	115, 000
Harness and saddlery.....	23, 000
Leather and manufactures of leather.....	44, 000
Lime and cement.....	72, 000
Malt liquors	46, 000
Manufactures of marble and stone.....	77, 000

Naval stores	\$50,000
Illuminating and lubricating oils	546,000
Paints and painters' colors	49,000
Paper	160,000
Perfumery	26,000
Plated ware	20,000
Beef products	89,000
Bacon	557,000
Ham	761,000
Pork	59,000
Lard	4,024,000
Other meat products	81,000
Butter	49,000
Cheese	32,000
Milk	46,000
Soap	8,000
Stationery	31,000
Manufactures of straw	16,000
Candy and confectionery	36,000
Manufactures of tin	25,000
Manufactures of tobacco	61,000
Trunks and bags	18,000
Varnish	18,000
Beans and pease	393,000
Potatoes	554,000
Other vegetables	31,000
Lumber	1,192,000
Cooperage materials	319,000
Household furniture	217,000
Total	23,604,094
Foreign merchandise imported by our merchants and resold to Cuba...	553,604
Total export of merchandise	24,157,698

Exports of domestic merchandise to Cuba during the year ending June 30, 1894.

Agricultural implements:	
Mowers and reapers, and parts of	\$8,309
Plows and cultivators, and parts of	81,988
All other, and parts of	27,972
Aluminum, manufactures of	10
Animals:	
Cattle	175
Hogs	73
Horses	16,230
Mules	25,090
Sheep	078
All other, and fowls	862
Art work: Paintings and statuary	4,028
Bark, and extract of, for tanning	280
Beeswax	361
Blacking	5,558
Bones, hoofs, horns, etc	27
Books, engravings, etchings, etc	39,626
Brass, and manufactures of	42,125
Breadstuffs:	
Barley	584
Bread and biscuit	34,596
Corn	571,326
Corn meal	6,293
Oats	29,856
Oatmeal	3
Rye	137
Rye flour	56
Wheat flour	2,473,805
All other, etc	47,885
Bricks:	
Building	2,528
Fire	61,186
Broom corn	23,838

Brooms and brushes.....	\$10, 914
Candles.....	365
Carriages and horse cars, etc.....	261, 175
Cars, passenger and freight.....	197, 563
Charcoal.....	441
Chemicals, drugs, dyes, etc:	
Acids.....	35, 326
Dyes and dyestuffs.....	997
Medicines, patent and proprietary.....	67, 432
Roots, herbs, etc.....	861
All other.....	187, 020
Cider.....	23
Clocks and watches:	
Clocks and parts of.....	16, 427
Watches and parts of.....	1, 043
Coal and coke:	
Coal—	
Anthracite.....	85, 116
Bituminous.....	830, 684
Coke.....	2, 287
Coffee and cocoa.....	3, 325
Copper, and manufactures of:	
Ingots, bars and old.....	2, 555
All other manufactures of.....	33, 066
Cotton, and manufactures of: Unmanufactured, other.....	247
Manufactures of—	
Cloth, colored.....	6, 812
Cloth, uncolored.....	50, 610
Wearing apparel.....	4, 087
All other.....	58, 674
Dental goods.....	9, 794
Earthen, stone, and china ware:	
Earthen and stone ware.....	4, 442
Chinaware.....	49
Eggs.....	304
Emery goods:	
Cloth.....	1, 135
Paper.....	116
Wheels.....	149
Feathers, crude.....	50
Fertilizers.....	6, 299
Fish:	
Fresh, other than salmon.....	5, 016
Dried, smoked, or cured—	
Codfish, including haddock, hake, and pollock.....	61, 102
Herring.....	10, 347
Other.....	21, 387
Pickled—	
Mackerel.....	1, 250
Herring.....	32
Other.....	487
Salmon—	
Canned.....	1, 418
Other.....	371
Canned fish.....	2, 795
Shell fish—	
Oysters.....	9, 248
Other.....	1, 399
All other.....	1, 120
Flax, hemp, and jute, manufactures of:	
Bags.....	8, 133
Cordage.....	42, 304
Twine.....	1, 934
All other.....	13, 950
Fruits, including nuts:	
Apples, green or ripe.....	25, 819
Fruits, preserved—	
Canned.....	46, 260
Other.....	12, 866
All other, green, etc.....	20, 719
Nuts.....	1, 311

Glass and glassware:	
Window glass.....	\$4, 076
All other.....	82, 931
Glue.....	7, 253
Grease, grease scraps, and all soap stock.....	34, 849
Gunpowder and other explosives:	
Gunpowder.....	2, 318
All other.....	4, 546
Hair, and manufactures of.....	512
Hay.....	87, 700
Hides, skins, other than furs.....	711
Hops.....	855
India rubber:	
Boots and shoes.....	2, 329
All other.....	52, 477
Ink, printer's and other.....	10, 308
Instruments and apparatus for scientific purposes, including telegraph, telephone, and electric.....	143, 501
Iron and steel, and manufactures of:	
Pig iron.....	3, 910
Band, hoop, and scroll iron.....	4, 504
Bar iron.....	86, 015
Car wheels.....	12, 309
Castings, not elsewhere specified.....	40, 724
Cutlery.....	23, 037
Firearms.....	3, 080
Ingots, bars, and rods of steel.....	116
Locks, hinges, and other builders' hardware.....	246, 142
Machinery, not elsewhere specified.....	1, 587, 706
Nails and spikes—	
Cut.....	105, 160
Wire, wrought, horseshoe, and all other, including tacks.....	24, 210
Plates and sheet—	
Of iron.....	86, 719
Of steel.....	12, 523
Printing presses, and parts of.....	12, 120
Railroad bars and rails—	
Of iron.....	345
Of steel.....	340, 112
Saws and tools.....	192, 578
Scales and balances.....	53, 174
Sewing machines, and parts of.....	212, 696
Steam engines, and parts of—	
Locomotive engines.....	222, 109
Boilers and parts of engines.....	221, 863
Stationary engines.....	62, 830
Stoves and ranges.....	9, 167
Wire.....	248, 027
All other manufactures of iron.....	885, 151
Jewelry and manufactures of gold and silver.....	11, 371
Lamps, chandeliers, and all devices and appliances for illuminating purposes.....	40, 725
Lead, manufactures of.....	9, 767
Leather, and manufactures of—	
Buff, grain.....	2, 077
Patent or enameled.....	4, 162
Sole.....	241
All other.....	1, 513
Manufactures—	
Boots and shoes.....	82, 554
Harness and saddles.....	29, 574
All other.....	24, 346
Lime and cement.....	68, 259
Malt.....	20
Malt liquors:	
In bottles.....	40, 112
Not in bottles.....	16, 236
Marble and stone, and manufactures of:	
Unmanufactured.....	21, 434

Marble and stone, and manufactures of—Continued.

Manufactures of—	
Roofing slate.....	\$2, 643
All other.....	79, 098
Moss and seaweed.....	555
Musical instruments:	
Organs.....	1, 602
Pianofortes.....	1, 420
All other and parts of.....	960
Naval stores:	
Rosin.....	18, 831
Tar.....	4, 293
Turpentine and pitch.....	796
Turpentine and spirits of.....	36, 125
Nickel, manufactures of.....	30
Notions, not elsewhere specified.....	8, 532
Oils:	
Animal—	
Lard.....	1, 107
Whale.....	121
Fish.....	1, 565
Other.....	4, 974
Mineral, including all natural oils, etc.....	413, 140
Mineral, refined or manufactured—	
Naphthas, including all lighter products.....	439
Illuminating.....	16, 903
Lubricating and heavy paraffin oil.....	94, 535
Vegetable—	
Cotton seed.....	18, 832
Linseed.....	1, 737
Other.....	2, 335
All other.....	451
Paints and painters' colors.....	54, 830
Paper and manufactures:	
Paper hangings.....	230
All other.....	140, 051
Writing paper and envelopes.....	12, 596
Paraffin and paraffin wax.....	692
Perfumery and cosmetics.....	22, 228
Plants, trees, and shrubs.....	1, 717
Plated ware.....	14, 352
Provisions, comprising meat and dairy products:	
Meat products—	
Beef products—	
Canned.....	10, 139
Fresh.....	3, 742
Salted or pickled.....	4, 527
Other cured.....	421
Tallow.....	56, 700
Hog products—	
Bacon.....	532, 035
Hams.....	668, 959
Pork, pickled.....	52, 333
Lard.....	3, 625, 545
Oleomargarine, imitation butter.....	538
Poultry and game.....	450
All other meat products.....	85, 221
Dairy products—	
Butter.....	27, 038
Cheese.....	30, 835
Milk.....	41, 732
Quicksilver.....	73
Rice.....	2, 045
Sand.....	90
Seeds, all other.....	4, 196
Silk, manufactures of.....	440
Soap:	
Toilet or fancy.....	9, 787
Other.....	2, 049

Spirits, distilled:	
Alcohol, including pure, neutral or cologne spirits.....	\$78
Brandy.....	54
Whisky—	
Bourbon.....	102
Rye.....	908
All other.....	210
Starch.....	4, 673
Stationery, except paper.....	21, 909
Stereotype and electrotype plates.....	542
Straw and palm leaf.....	10, 558
Sugar and molasses:	
Molasses and sirup.....	22
Candy and confectionery.....	28, 705
Tin, manufactures of.....	26, 003
Tobacco and manufactures, all other.....	38, 233
Toys.....	2, 876
Trunks, valises, and traveling bags.....	25, 062
Varnish.....	19, 729
Vegetables:	
Beans and pease.....	268, 265
Onions.....	1, 448
Potatoes.....	496, 875
Vegetables canned.....	10, 500
All other.....	20, 376
Vessels sold to foreigners:	
Steamers.....	2, 568
Sailing vessels.....	24, 000
Vinegar.....	12
Whalebone.....	94
Wine:	
In bottles.....	123
Not in bottles.....	741
Wood, and manufactures of:	
Lumber—	
Boards, deals, and planks.....	892, 690
Joists and scantling.....	25, 231
Hoops and hoop poles.....	21, 839
Laths.....	18
Shingles.....	372
Shooks—	
Box.....	12, 067
Other.....	89, 418
Staves and headings.....	40, 674
All other lumber.....	35, 905
Timber—	
Sawed.....	54, 137
Hewn.....	72
Logs and other timber.....	8, 083
Manufactures of—	
Doors, sash, and blinds.....	4, 065
Moldings, trimmings, etc.....	6, 131
Hogsheads and barrels, empty.....	79, 486
Household furniture.....	108, 104
Woodenware.....	13, 160
All other.....	107, 845
Wool, and manufactures of—	
Carpets.....	396
Flannels and blankets.....	189
Wearing apparel.....	1, 918
All other manufactures of.....	1, 187
Zinc, and manufactures of—	
Pigs, bars, plates, etc.....	648
All other manufactures of.....	1, 696
Total.....	19, 855, 237

The population of Mexico is two and one-half times that of Canada, and the value of the commerce with Mexico should be largely in excess of that with our northern neighbor. American manufacturers are gradually obtaining a dominant position in

Canada, and have been able, by sending out their travelers and by working for trade, largely to supplant England in those markets. The same process applied to the southern countries will accomplish the same results.

Mexico produces an infinite variety of articles that we need. It is therefore likely that our imports from that country may always exceed our exports to it. Powerful as is the position of the United States in Mexican commerce, the relation could be very much strengthened and the mutual profits become much greater were it possible to carry through a reciprocity treaty. Mexico at one time proposed such a treaty on lines that were sufficiently liberal. Her offer was not accepted by the United States with promptness and was finally withdrawn. If reciprocity treaties could be arranged with Canada on the north and Mexico on the south, the entire North American continent would become a market for American manufacturers.

**STATEMENT OF MR. JOHN CROSBY, REPRESENTING THE WASH-
BURN-CROSBY COMPANY, OF MINNEAPOLIS, MINN.**

Mr. CROSBY. We have come here simply to speak of the discrimination which we meet with in the port of London, and on no other point.

Mr. McLAURIN. On what kind of goods?

Mr. CROSBY. On spring wheat flour.

The American flour miller sells his flour for London on sixty days' draft c. i. f. The shipper or rather the consignee in London takes the c. i. f. figures, and from that he deducts whatever local charges he must pay. Therefore of course any local charges which appear there come directly out of the pocket of the Minneapolis, St. Louis, or Duluth miller. The port of London is the only port, as far as we can see, of the United Kingdom that is a free port under the act of Parliament. When the big docks were established by act of Parliament along in 1828 or the early part of the century, it was expressly provided that any lighter or craft coming into the docks to take goods or ballast out of ships or deliver them there should be free from any charge whatsoever. That is one case.

Now another point. Where it is provided that the port of London is a free port in the merchants' shipping act, which was somewhat later than that which provided that any goods delivered on the quays of the London docks for the convenience of the shipowner in loading or unloading or assorting of goods, and any expenses incurred in that shall be borne by the shipowner and that all these goods shall be free with the consignee. Now the discrimination which we meet directly is this: To these docks the ships come carrying our flour, and I will say at this point that probably of the spring wheat flour there comes over a million barrels to the port of London each year. London is the great dumping ground for the flour of both spring wheat and winter wheat of this country. It is a necessary opening for us.

Mr. TAWNEY. And the distributing point for Europe.

Mr. CROSBY. Yes, sir; more particularly the inland points of the United Kingdom. We deliver flour there probably throughout the year at less than cost. We do it simply to keep our decks clear and to keep the product going.

The ships with our product go to these docks. Our product—our flour—goes in these transatlantic liners and the only places on the Thames that they can land is at these docks, but the French ships come across the channel bearing light draft and can come up the Thames and land at little warehouses farther up, or at the mill, or at the quay, without lightering, so that they escape these dock charges. Then again the English ships come from Liverpool where they grind up the wheat into

flour, or Cardiff or Hartlepool, and they can escape these dock charges there. Now to show you what the charges are at these London docks. In every ocean bill of lading which is issued for flour there appears what is called the London clause, which particularly provides that there shall be a charge of 1s. 6d. per ton for a dock and landing charge on these London docks, and there is where we meet the discrimination, and that is the point where the English flours, that is the flours manufactured on the Thames by the millers there, or the flours manufactured at Liverpool or Cardiff and brought in these little ships, or French flours coming across the channel, which French flour, by the way, is a bounty-fed flour, they get the rebate on the wheat and grind it so it gets a double chance at us and we have to meet that.

DISCRIMINATION IN FAVOR OF FRENCH MILLERS.

The CHAIRMAN. If I understand you correctly the French exporter does not land at the same dock the American exporter does?

Mr. CROSBY. He does not.

The CHAIRMAN. If he landed at the same dock would he be subject to the same charges?

Mr. CROSBY. He would.

The CHAIRMAN. The point of the complaint you make is that the ocean going steamers which carry your product to the English market are so large that they can not land at places which smaller crafts from France—

Mr. CROSBY. Or local English ports; that is exactly it.

The CHAIRMAN. That is the point?

Mr. CROSBY. Yes, sir. And we make the point there that not only is a discrimination made against American flour at that point but the charge of 1s. 6d. in that London clause is directly contrary to the act of Parliament.

The CHAIRMAN. It is in violation of the English law?

Mr. CROSBY. It is in violation of the English law.

The CHAIRMAN. Why do you submit to it then?

Mr. CROSBY. Because we are given at Minneapolis an export through bill of lading.

The CHAIRMAN. I get your point; and in the bill of lading they exact of you to pay that charge, do they?

Mr. CROSBY. They do in the result, but not at first. That bill of lading simply says—clause 17 says: "This shipment is subject to whatever conditions and specifications there may be in the ocean bill of lading of this date." We do not know anything about it.

The CHAIRMAN. Where does that come in, the ocean bill of lading you speak of?

Mr. CROSBY. Then the ocean bill of lading that is in vogue by the steamship companies is one which is adopted jointly by the steamship companies and the—

The CHAIRMAN. And the railroad companies?

Mr. CROSBY. And the railroad companies at New York. They get together. We were in New York Saturday and saw them back and forth, but it was the old question of going from pillar to post and from post back to pillar, and somewhere between them it is made up.

The CHAIRMAN. Do I understand two bills are issued on your flour shipped from Minneapolis at the docks of London?

Mr. CROSBY. No, sir; only one bill of lading, but clause 17 of our bill says that these shipments are subject to all the conditions and specifications there may be in the ocean bill at this date.

The CHAIRMAN. Then it takes not only what is in the bill of lading, but prohibits anything else?

Mr. CROSBY. It takes in this, that we sign a blank check.

CONTRARY TO THE LAWS OF ENGLAND.

Mr. DOLLIVER. You say this charge is contrary to the laws of England?

Mr. CROSBY. Yes, sir.

Mr. DOLLIVER. Then why do these ships pay it?

The CHAIRMAN. The English law is a little different from ours. Now, you take a bill of lading issued in this country, where we have a variety of exemptions, and our courts have held that those are not binding upon the party because it is a one-sided contract and they can not enforce them. Now, in England, any contract you may make, however unreasonable it may be, is binding and I understand they get over that on that decision.

Mr. CROSBY. That is what our consignees say over there. They say the English courts over there make the consignee stand simply in the shoes of the consignor, and if that consignor has chosen to contract himself out of his rights under the act of Parliament the consignee stands where he does and you do not get anything more.

The CHAIRMAN. Who induced the steamship companies to issue such a bill of lading, the dock owners?

Mr. CROSBY. That is what we suspect. The dock owners in London, if this clause were not in the through bill of lading, could not collect it, and therefore it is suggested in our English correspondence that the dock company and steamship companies have joined in this.

Mr. McLAURIN. How do you expect Congress to remedy that?

Mr. CROSBY. Remedy this discrimination? I have not thought of that.

The CHAIRMAN. Could this be done—could Congress provide that the steamship company could not issue such a bill of lading?

Mr. CROSBY. That is the very thing we would like. That is exactly what we would like; or if they issued that bill of lading furnished to the inland shipper, so the man who sends forward a big amount of flour—and it is not flour alone—should see the contract he is signing.

Mr. McLAURIN. And not be forced to sign a contract of that sort?

Mr. CROSBY. We book ahead, and you may say there are two parties to it, and one need not go on against his will, but when you follow it up the local agents at Kansas City, Minneapolis, and Chicago say they do not know anything about the London clause. They say, "You are not subject to a London clause," but we say, "Our agents abroad say we are." They say that it is English talk and that it is not so; that they do not know. Then we go further and go to New York, and then they say, "You are, certainly, because you contracted this." Then we follow that up and ask who makes up the through bill of lading. "Well, a certain committee of the steamship company." And we follow that up, and they say, "On inland matters we consult with the railroads." And thus we go backward and forward, and you know what kind of a stone wall that is to run against.

Mr. TAWNEY. Let me ask you: These docks in London are public docks established by act of Parliament?

Mr. CROSBY. They are chartered companies, I think they are called there. They are joint stock companies owned by private parties. We found that their stock is listed on the exchanges there, though the con-

signees say over there that though they are owned as a private concern they are just as much subject to the provisions of the Crown as a public warehouse or railroad of this country.

Mr. TAWNEY. In what way are they affected by acts of Parliament which require them to be free?

Mr. CROSBY. Directly this: They could not collect this landing charge of 1s 6d per ton which they do collect to-day unless it is a specification put in the bill of lading, and if you will let me I will read over that. Here is a draft statement the London people drew up on that. They are fighting on that end.

The CHAIRMAN. Just turn that over to the reporter and let him embody that.

DRAFT STATEMENT ON LONDON CLAUSE.

The London Flour Trade Association has drawn up this statement in order to bring to the notice of exporting flour millers of the United States the disabilities under which American flour labors in this port as compared with flour sent into London from other countries.

When the docks were constructed, it was clearly stated in the act of Parliament that the dock waters shall be at all times as free as the River Thames, the clause in the act reading as follows:

"136. All lighters and craft entering into the docks, basins, locks, or cuts to discharge or receive ballast or goods to or from on board of any ship or vessel lying therein shall be exempt from the payment of any rates so long as the lighter or craft is bona fide engaged in so discharging or receiving the ballast or goods, and also all the ballast or goods received or discharged shall be exempt from any rate or charge whatever."

Then, again, the merchant shipping act states on this subject:

"If any goods are, for the purpose of convenience in assorting the same, landed at the wharf where the ship is discharged, and the owner of the goods at the time of such landing has made entry and is ready and offers to take delivery thereof and to convey the same to some wharf or warehouse, such goods shall be assorted at landing and shall, if demanded, be delivered to the owner thereof within twenty-four hours after assortment; and the expense of and consequent on such landing and assortment shall be borne by the shipowner."

From the foregoing clauses it will be noticed that the consignees are protected from any charges being imposed upon them, first, by the dock charter, in that the flour may be worked from the ships in the docks and be exempt from any rate or charge whatever; and secondly, the merchant shipping act provides that should the flour be landed for the convenience of sorting that the expense of such landing and assortment shall be borne by the shipowner.

By accepting the special clause entitled the "London clause" in the bill of lading, the American millers contract themselves out of these privileges, and when this point was fought in our law courts the judge stated that if the American shippers accepted such a clause in the bill of lading it was useless to come to the courts for protection.

Up to the introduction of the London clause, whenever the shipowners landed their cargo on the quays they paid the Dock Company 10d. per ton for accommodation; but by the concerted action between the Dock Company and the Atlantic Liners they devised a clause to be inserted in the bill of lading by which they contracted themselves out of these acts of Parliament and so placed permanent charges on the consignees. The original London clause read:

"For the convenience of the consignees, we have arranged to land all our flour on the quays at the exceedingly low rate of 1s. 2d. per ton."

This rate has been increased to 1s. 6d. per ton, and now they purpose to still further increase it to 2s. per ton.

The whole operation of this London clause is a violation of the spirit of the act of Parliament safeguarding the consignee, and moreover it was framed in such a way as to lead exporting millers to suppose that it was for the convenience of the consignees, whereas the consignees have always protested against its introduction into the bill of lading.

By the foregoing it will be seen that London is a free port, and these objectionable charges could not be made were it not for the fact that American millers accept a bill of lading containing a clause contracting themselves out of the advantages secured to them by acts of Parliament.

The danger of such action is that it places the trade practically at the mercy of the Dock Company here, who can, and doubtless will, if not effectively opposed,

gradually increase the above-mentioned charges to the serious loss of trade to the exporting millers of the United States.

This clause is not entered in bills of lading for the carriage of American wheat, so that American millers have, by the acceptance of the London clause, been taxing their own manufacture in a free-trade country.

BRITISH VESSELS CARRY THE FREIGHT.

The CHAIRMAN. Do you ship in American or English vessels?

Mr. CROSBY. Well, just as they may chance to be; but usually in English vessels.

The CHAIRMAN. Have you brought this to the attention of the ocean carriers, about modifying their bills of lading so as not to subject you to that charge?

Mr. CROSBY. Yes; and we have not got much satisfaction.

The CHAIRMAN. What do they say on that? Do they insist it is a proper charge, or say they can not help this; or what excuse do they give for issuing a bill of lading that is treated by an English court as a contract between an American shipper and the dock owner?

Mr. CROSBY. They have said this: It is for the convenience of the consignee, and that is why they do it; but the consignee says it is not any such thing, and they are protesting against it. And as this draft statement shows, they have gone so far as to take it up by their organization and fight it. They are big, and move slowly.

The CHAIRMAN. Have you any suggestion as to the specific kind of legislation which you think would meet this evil?

Mr. CROSBY. I do not know exactly which channel any suggestion would come from, but as far as we see at Minneapolis we think a clause should be added to the Harter bill, or some amendment put there which provides a bill of lading shall be furnished containing certain specifications, and the condition of the goods and certain other things. Now, if that can be amended so as to say, also, this bill of lading shall contain the conditions of the contract, so we at Minneapolis, St. Louis, Duluth, or Chicago would know what we are signing to begin with. Then, as to the other point, as to what special action would be to stop this discrimination, I do not pretend to say in regard to that. We have felt the grievance and have come to see what we can do.

The CHAIRMAN. If Congress would have the right to enact that no bill of lading, such as you now mention, should contain such clause as that, of course that would meet it. Have your attorneys looked into the case to know whether that is feasible?

Mr. CROSBY. No, they have not.

Mr. TAWNEY. I suppose there is another way we can get at it—by retaliation; they are discriminating against us?

The CHAIRMAN. This is a matter of contract, and if the English courts held as the American courts do, as I understand it, there would be no trouble at all. You have a receipt issued by an express company, for example, which has a variety of conditions in it. You can not eliminate these and you take it as it is, but the courts have held that if there are any unreasonable conditions in there or anything unfair they are inoperative, but in the English courts whatever is in there they give force and effect to. I did not mean, Mr. Crosby, to interrupt your line of remarks. Just go on and state what you choose to say on this subject.

Mr. CROSBY. That has covered the main points I had in mind if I make clear the discrimination we meet.

Mr. TAWNEY. It is not a discrimination, however, due to any law of England; it is a discrimination that results—

Mr. DOLLIVER. It seems to be due to the size of the ship more than anything else.

Mr. TAWNEY (continuing). It seems to be due to the fact that this product is shipped over in vessels which can not reach the river at places where the vessels from other countries reach and deliver their cargoes. If they were large vessels landing at the same docks your vessels do they would be subject to the same charges, would they not?

Mr. CROSBY. They would, undoubtedly.

Mr. TAWNEY. So it is not a discrimination resulting from any law of Great Britain, but it is a discrimination which results from conditions under which your products are shipped?

FURTHER DISCRIMINATION IN THE WHEAT TRADE.

Mr. CROSBY. There is another discrimination in which the size of the vessel is the same, and that is wheat is by the bill of lading, the second part of that London clause, wheat is particularly mentioned as being free of all charges whatever.

Mr. TAWNEY. That is a discrimination in favor of the home manufacturer over other manufacturers?

Mr. CROSBY. Yes; therefore the English miller gets his wheat up the Thames at the mills and puts it on the markets without having to pay these London charges whatever, and we, on the contrary, have to furnish him the free wheat and in this free trade port we have to pay duty; that is what it amounts to.

Mr. TAWNEY. About what do these charges amount to per barrel of flour?

Mr. CROSBY. It is 1s. 6d. per ton, and what has really started the whole agitation, both on this side and that, is that the dock companies and shipping companies have proposed to increase these charges from 1s. 6d. to 2s., perhaps, and decreasing the time in which the flour may be taken from the quay after landing without penalty attaching, and the time they suggest is so short—twenty-four hours—that penalty would always attach, and the charges on that would perhaps be 6s. or 7s. per ton. We should not feel it so much were it not for the fact that London is the great overflow market for all our flour. We have to ship there. We are all shipping there throughout the year, and it is a very conservative estimate to say, at not more than cost, and often we are shipping and selling there at a loss of 10 or 15 cents a barrel. Mr. Bovey, here, attends to the export portion of our business, and he may may have something to add to what I have said.

STATEMENT OF MR. CHARLES C. BOVEY, OF MINNEAPOLIS.

Mr. Bovey said:

Mr. CHAIRMAN AND GENTLEMEN: When Mr. Pillsbury was here and spoke to you he mentioned the ports where the American millers are shut out—Germany, France, Sweden—and now to-day we are talking on only one port; but while only one, it is the largest. Mr. Crosby has already said London is the great dumping ground of American flour. Our mills can grind more flour than can be consumed at home; we can make bread cheaper the more flour we can make, and the more surplus we can put abroad of course the more profitable it becomes to the American millers. So that a discrimination against the American

millers in a port like London is a very dire disaster, especially this year, when the French flours are finding such ready sale over there. We look this year, with the shortage in the winter wheat States, to be blessed with a market which will take care of all our overflow, and suddenly we are confronted with the French, who are getting into London, as Mr. Crosby said, by the fact they are bounty-fed flours, and then because they are getting into London and not suffering these dock charges which American flour suffers there.

The discrimination against flour and letting wheat in free is more than appears on the surface, because the London miller gets his wheat free and gets also the offal, or bran, or shorts, or whatever it may be, from that wheat, and that is where he makes a great part of his money. There is a great deal of stock, of course, raised all through the United Kingdom, and we can not compete with these offals, bran, and shorts on account of the enormous freight rates. We can send our flours of all grades abroad and into London because they are packed tightly, of heavy weight and small bulk, and we get a very low ocean freight, comparatively; but when it comes to shipping bran and feed we are shut out entirely on account of its bulk, and here is that bran and feed now coming in the shape of wheat to enable the miller in London and other parts of the United Kingdom to sell his product cheaply because he is enjoying a good price on his offal, so I think in looking at it from that point the discrimination against our flour is a very grievous one. I think the other points have all been covered in regard to the importance of the port of London.

Mr. DOLLIVER. Is there any practical remedy for that? It looks to me the thing arises, according to Mr. Crosby's statement, from the fact that the ocean carrier of American flour is compelled to land at these licensed docks.

Mr. BOVEY. Yes; but the English Parliament says that the vessels shall discharge free.

Mr. DOLLIVER. "Shall" discharge, or "may" discharge?

Mr. BOVEY. No; "shall" discharge. And, you see, if the vessel could discharge with these lighters free, as Parliament says it must, then we would get into London in the same way these French crafts do.

Mr. DOLLIVER. I do not understand how they levy this assessment—

Mr. TAWNEY. By contract.

Mr. DOLLIVER (continuing). If Parliament says these ships must discharge free.

Mr. BOVEY. We have contracted ourselves to do it.

Mr. TAWNEY. They have waived the benefit of that act of Parliament.

Mr. DOLLIVER. Then make a contract which is more satisfactory than that which you have.

Mr. CROSBY. We asked for bread and they gave us a stone.

Mr. DOLLIVER. Then take another company; there are a good many lines there. It seems to me that if this is an unjust charge you should be able to get a steamer to carry that flour.

Mr. BOVEY. That is right, but you know they are joined together. They are all bound by rules together, in order to hold their rates.

Mr. DOLLIVER. I do not know that Congress has ever undertaken to regulate the language of these ocean contracts and bills of lading.

THE HARTER LAW.

Mr. BOVEY. The Harter law has taken it up vigorously and protected the miller against the steamship company, and it seems to me it might be possible——

Mr. TAWNEY. Is the Harter bill a law or a bill pending?

Mr. BOVEY. It is a law. It passed February, 1893, I think.

Mr. CROSBY. And provides that certain requirements of the bill of lading the steamship companies and carriers had been putting in shall be null and void.

Mr. TAWNEY. Have you ever applied through the State Department here to the consul at London for the purpose of having the matter adjusted?

Mr. BOVEY. That thought came to us, that perhaps our consul there would be able to move against the steamship companies to that end and assist us, but we have not done it.

Mr. TAWNEY. I was thinking as you were talking that it might be a good idea for you to make application through the State Department to the consul there and have the State Department take it up, and if there is an unjust discrimination I think it would be the duty of the State Department to see if the discriminations could not be corrected, and it might be accomplished in that way; or if there is any practical suggestion in the way of amendment to the Harter bill which would accomplish the result which you desire, it might be entirely feasible to have that amendment prepared and introduced, and possibly it might get through.

Mr. BOVEY. The way the thing works out, it is really a tax.

Mr. TAWNEY. Let me ask you before you take your seat as to the effect of the reciprocity clause of the act of 1890 on the spring wheat flour trade abroad—whether you were able to increase your foreign trade during the continuance of that provision, or whether you are injured in any manner by its repeal?

Mr. BOVEY. I really do not know the facts of the 1890 bill.

Mr. TAWNEY. The reciprocity clause, you know, enabled the winter wheat millers of the country to ship to foreign ports under more favorable conditions than they had ever shipped before by getting greatly reduced rates, and I did not know whether you spring wheat millers were similarly situated or not?

Mr. FLETCHER. Under reciprocity the shipment of spring wheat flour affected them the same as winter wheat, and was greatly increased while reciprocity existed, and when that was repealed then it was very much diminished.

Mr. BOVEY. I can say anything which helps the winter wheat miller also helps the spring wheat miller, and especially in regard to the exports abroad, because what we want to do is to have all the openings possible for our surplus, and if our winter wheat millers can put their surplus abroad the pressure is relieved here, and what helps one helps the other. We are all in the same boat so far as looking to an open market abroad.

Mr. TAWNEY. Were you connected with the Crosby-Washburn establishment in 1892?

Mr. BOVEY. Yes; that was just the beginning of my career there.

CONSUMPTION OF WINTER WHEAT FLOUR.

Mr. TAWNEY. Do you or Mr. Crosby know how the consumption of winter wheat flour this past year compared with the same flour in 1892 in this country for the home market?

Mr. BOVEY. The consumption has of course been very much hurt here this year. The winter wheat millers have suffered very much here from the small crop, and the spring wheat millers have pushed into new territory this year, so in answering that I should say the spring wheat has increased its consumption, and the winter wheat lost this year, and it is greatly by reason of the shortage of our crop. Whether these conditions will remain under more favorable conditions for the winter wheat millers I do not know. I think it would react a little in its favor.

Mr. TAWNEY. Are there any exhibits you wish to file in connection with your remarks?

Mr. CROSBY. There is the draft statement on the London clause and a petition signed by Mr. Pillsbury, Mr. Davis, and others; also a letter from the National Millers' Association.

CHICAGO, April 10, 1896.

JOHN CROSBY,
Arlington Hotel, Washington, D. C.

DEAR SIR: At the request of Mr. C. A. Pillsbury, I beg to advise you that the following resolution was unanimously adopted at a meeting of the board of managers of the Millers' National Association held at Chicago this day:

"Resolved, That the Millers' National Association of the United States protests against the attempt that is being made by transatlantic steamship lines and dock companies of London, through the uniform export bill of lading now tendered by carriers, to impose a landing charge upon merchandise coming from United States ports, notwithstanding that the laws of the British Parliament prohibit such charge and make London a free port, and we earnestly urge that national legislation be had, if necessary, to prevent the enforcement of such discrimination against the products of this country."

Yours, respectfully,

FRANK BARRY, *Secretary.*

LONDON DOCK CHARGES AND OCEAN BILLS OF LADING.

I.

American flour millers sell their flour in London, Liverpool, Glasgow, and all other ports of the United Kingdom, c. i. f., and draw a sixty-day bill of exchange upon shipping the flour. Their consignees, upon taking up the bills of exchange, obtain the bills of lading attached thereto and obtain delivery of the flour. The bill of exchange includes cost, insurance, and freight, but does not include the landing and warehouse charges. These latter the consignee must pay before receiving their flour, and, of course, although they are paid by the consignees, these charges in the last result come out of the price obtained by American flour millers.

London is the only port of the United Kingdom which has free docks, and at which the consignees are entitled to obtain their flour without paying any charges to steamship or dock company for the delivery of their goods. And in the ocean bill of lading, London is the only port for which there is expressly stipulated and ascertained a landing charge.

This landing or dock charge at present is 1s. 6d. per ton weight. It is now proposed by the dock and steamship companies to increase this charge to 2s. per ton weight, and to decrease the time within which the consignee may receive his goods from the present time of seventy-two hours to twenty-four hours.

The inland flour millers of the United States send their flour forward on an export through bill of lading, which does not contain the conditions and clauses of the ocean bill of lading, but is, nevertheless, by express terms, made subject to all the conditions and provisions of the ocean bills of lading in vogue at the date thereof.

The above increase in charge and decrease in time have driven us to an investigation of this landing charge and the export bill of lading, with the results that we find that not only have we been discriminated against and given an unintelligible bill of lading but also that any landing or dock charge at these docks is illegal under the acts of Parliament.

II.

This increase of the landing charge has been proposed by the London and India Docks Joint Committee. This joint committee is the managing board of the London and India Docks. The London and India Docks is a consolidation effected in 1888 of

the St. Catherine, the Victoria, the Albert, West India, and East India docks, which comprise all of the docks at which it is customary or usual to land American flour.

These dock companies were created by private acts of Parliament, and while they are, in their ownership, private concerns, they are, from the nature of their business, public servants, and they are subject to the control of the Crown in the matters of service and charges as completely as our railroads and warehouses in the United States are subject to the control of Federal and State legislation.

The London docks may make charges for the use of their docks by ships and ship-owners, but it is provided explicitly in the act of 1828 that owners of goods may bring their own lighters or craft free of all charge into the docks and load their goods "ex ship" free of all charge. (See the first quotation of law in the London draft attached to this petition.)

This clause covers the case of a consignee who provides his own lighters and takes his freight directly "ex ship." But if these shipowners should, for the purpose of convenience in assorting the same, discharge their freight on to the quays of the London docks instead of delivering it "ex ship" to the consignee, there is still an act of Parliament protecting the consignee, namely, "The merchants' shipping act, amendment act 1862," chapter 63, article 67, section 6. (See the second statement of law in the London draft attached hereto.)

Thus it appears that American flour is amply protected from charges at the London docks, either in case the consignee takes it in his own lighters, or in case the shipowner lands it on the quays for the purpose of assorting it. These two cases are general cases and cover all the modes of landing through.

III.

While this landing charge of 1s. 6d. per ton obtained by the London clause is very burdensome, it could be better borne were it not for the fact that, by the same London clause, wheat is explicitly freed from any charge, and, therefore, in the free port of London the raw material enters free and the manufactured article is taxed. At this point it should be noted that in the proposed changes which make the tax on the manufactured articles till more burdensome the raw material is still admitted free, and no change is proposed in connection with it.

There is another form of discrimination which American flour must meet under this London clause. All American flours must be landed, by reason of the deep draft of the transatlantic ships, at the large London docks, and therefore incur this tax of 1s. 6d. On the other hand, French and English flours, for instance, from Cardiff, Liverpool, or Hartlepool, can be brought up the Thames in ships of lighter draft, need not be landed at the regular London docks, and, therefore, escape all tax. The French flour is a bounty-fed flour besides.

Therefore the American flour millers must meet the competition of flours made from their own wheat which is discriminated against them in a free-trade country.

IV.

We do not to-day ask that the proposed changes in the London clause be prevented—we ask that the entire London clause be stricken out and that landing charges in London be left to take their natural course. This will mean in the future the settlement of all such questions by Englishmen in their own English port and under their self-enacted acts of legislation. We must ask this because of the dangers that may arise in the future from other possible changes in the London clause or other added clauses. Take the proposed changes, for example.

At present, the consignee has seventy-two hours in which to take his goods from the quay without paying more than 1s. 6d. The proposed change in time is to limit this period to twenty-four hours. Our consignees advise us that it will often be physically impossible to remove their flour in twenty-four hours. If it is not so removed, then other charges immediately accrue to the extent of 2s. 6d. up to a possible 4s. per ton. Such a tax as this would be practically prohibitive.

This reduction of time is of more vital importance than the increase in the amount of charge. Yet an increase of 6d. per ton, trifling as it may seem, will put still further difficulties in the way of selling an article which is already discriminated against and which is, for the most part, laid down in London at a price not to exceed cost.

V.

As was said, the inland shipper of flour (who, by the way, ships by far the greater part of the flour exported from this country) sends his flour forward on what is called an export bill of lading. This bill contains the following clause:

"17. That the property covered by this bill of lading is subject to all conditions expressed in the regular forms of bills of lading in use by the steamship company at

time of shipment and to all local rules and regulations at port of destination not expressly provided for by the clauses herein."

The inland shipper never sees the regular forms of bills of lading in use by the steamship company, nor do the inland representatives of the railroad or transit companies have any knowledge of these conditions. But, if they did, what protection would the inland shipper have against such changes as may be made from time to time in the bills of lading in use by the steamship companies?

It is a right of the first moment that a contracting party should be informed of all the terms and conditions which are contained in the contract he is undertaking.

There was a time when the shipowners paid the dock companies 10d. per ton for each ton they landed of their cargoes on the quays. This was a part of the ship's expense while in dock. It was not a proper charge for the consignee to assume, and, in fact, could not be enforced, because of the acts of Parliament we have considered. If the charge in question were not included in the bill of lading, then the consignee could not be compelled to assume it; but by the consignor accepting a bill of lading which included such a specifically stated charge as the London clause contained the consignee, and with him the consignor, was contracted out of his rights under the acts of Parliament. The consignee could gain no more rights under the bill of lading than were possessed by the consignor; he stood in the shoes of the consignor.

The London clause was in the beginning short and simple and to the following effect:

"For the convenience of the consignees, we have arranged to land all flour on the quays at the exceedingly low rate of 1s. 2d. per ton."

This clause has grown in complexity and the charge has increased until to-day it reads as follows:

"*London clause* (A).—The shipowners shall, at their option, be entitled to land the goods within mentioned on the quays, or discharge them into craft hired by them, immediately on arrival, and at consignee's risk and expense, the shipowner being entitled to collect the same charges on goods entered for landing at the docks as on goods entered for delivery to lighters. Consignees desirous of conveying their goods elsewhere shall, on making application to the ship's agents, or to the Dock Company, within seventy-two hours after the steamer shall have been reported, be entitled to delivery into consignee's lighters at the following rates, to be paid with the freight to the ship's agents against release, or to the Dock Company if so directed by the ship's agents, viz: Following wooden goods in packages—clothes pegs, spade handles, blind rollers, hubs, spokes, wheels, and oars, 1s. per ton measurement; hops, 2s. 6d.; hay, 2s. per ton weight; lumber, 1s. 6d. per ton measurement, or 2s. per ton weight, as per margin; all other goods, 1s. 6d. per ton weight or measurement, at ship's option; minimum charge, 1 ton. Cheese may also be removed by consignee's vans within a week after ship shall have reported, subject to a like payment of 3s. per ton weight. Such sums include loading up and wharfage. Any single article weighing over 1 ton to be subject to extra expense for handling, if incurred. All measurement freight to be on the intake caliper measurement at New York, as stated in margin. Freights by weight (grain excepted) to be paid upon the weight stated in margin, or at ship's option upon landing weight. If weight has been understated, the cost of weighing to be a charge upon the goods. All shipments of lumber and logs which are sent forward on a weight rate will pay freight on the railroad weights furnished at New York. No alteration will be permitted in any railroad weights or freights included in this bill of lading except at ship's option.

"(B) Grain for overside delivery is to be applied for within twenty-four hours of ship's docking, or thereafter immediately it becomes clear. In the absence of sufficient consignee's craft, with responsible persons in charge to receive as fast as ship can discharge overside into lighters during dock working hours, the master or agent may land or discharge into lighters at the risk and expense of the consignee. The shipowner may land or discharge continuously day and / or night; any grain landed or discharged for ship's convenience during usual dock hours, consignee's craft being duly in attendance, and any grain may be landed or discharged before or after usual dock hours (whether craft are then in attendance or not), is to be given up free to consignee's craft applying for same within seventy-two hours from its landing or discharge, otherwise it will be subject to the usual dock charges. An extra freight of 7d. per ton shall be paid to the shipowner on each consignment of grain whether any portion be landed or not. The grain to be weighed at time of discharge, either on deck or quay at ship's option. Working-out charges (including weighing) for grain in bulk and / or ship's bags to be paid by the consignee with the freight to the ship's agents, or to the Dock Company, if so directed by the ship's agent, in exchange for release at the rate of 1s. 9d. per ton on wheat, maize, and heavy grain; 1s. 11d. per ton on barley, and 2s. per ton on oats. Neither party shall be liable for any interference with the performance of the contract herein contained which is caused by strikes or lockout of seamen, lightermen, or shore laborers, whether partial or otherwise, nor for any consequences of such strikes or lockout, but in such case the

shipowner shall be entitled to land or put into craft at the risk and expense of consignee. In case the grain shipped under this bill of lading forms part of a larger bulk, each bill of lading to bear its proportion of shortage and damage, if any.

"These London clauses, A and B, are to form part of this bill of lading, and any words at variance with them are hereby canceled.

"The exceptions and conditions enumerated in this bill of lading shall apply not only during the loading and voyage, but during the discharge and until the goods and grain are actually delivered to the consignee, and the persons handling the goods and grain in the ship, on the quays, or into the lighters, or till delivery to the consignees, or to the Dock Company, shall be deemed the servants of the shipowner."

VI.

Congress has already taken action on bills of lading in the Harter bill of the 13th of February, 1893, and we feel confident that if these objections had been known to the trade and had been brought forward at that date clauses covering them would have been inserted in that act. Congress very properly takes steps to protect the importation of American food products into Germany and upon the Continent generally, and to see that they are not discriminated against unfairly and without cause. We feel that on investigation Congress will perceive this London clause to be as unjust and illegal a discrimination against American flour shippers as are the pretended zeal and care of Germany against American meats, and we feel that the merits of a bill of lading containing on its face all of the clauses and conditions of the contract of shipment must be patent to all.

American flour shippers are so scattered that it is with great difficulty that they could, unaided and alone, force the transatlantic steamship companies to omit from the ocean bills of lading the objectionable London clause. Therefore the aid of Congress is invoked to these ends:

1. That the London clause in ocean bills of lading be declared void and of no effect.
2. That the export bill of lading furnished to inland shippers shall contain on its face all the terms and conditions of the contract.

CHAS. A. PILLSBURY,
Manager Pillsbury-Washburn Flour Mills.
 J. G. DAVIS & CO., *Rochester, N. Y.*
 FREEMAN MILLING CO., *Superior, Wis.,*

By A. RINGLER.

R. D. HUBBARD, *Mankato.*

BERNHARD STERN.

NORTH DAKOTA MILLING CO.,

By GEO. BULL, *Treasurer.*

CENTRAL MILLING CO.,

By A. R. JAMES, *Treasurer.*

WASHBURN-CROSBY CO.,

By JAMES S. BELL, *President.*

APPENDIX I.

ADDRESSES BEFORE THE COMMITTEE ON WAYS AND MEANS BY
REPRESENTATIVES OF VARIOUS INDUSTRIES.

VARIOUS INDUSTRIES.

STATEMENT OF JOHN W. GATES, OF CHICAGO, PRESIDENT OF THE ILLINOIS STEEL COMPANY.

The CHAIRMAN. I wish you would first state to the committee the name of the company you represent, the amount of manufacture, the capital invested, the number of employees, etc.

Mr. GATES. I represent the Illinois Steel Company, with headquarters at Chicago. We have a capital invested of between \$39,000,000 and \$40,000,000. We operate seventeen blast furnaces, eight open-hearth furnaces, seven iron and steel mills, three rail mills, two blown billet slab mills, one plate mill, one sheet mill, one wire-rod mill, two iron mines, about twelve coke ovens, and we mine our own coal.

The CHAIRMAN. What is the number of your employees in all?

Mr. GATES. The number of our employees varies from, I should say, 8,000, the lowest, to 17,000, the highest.

Mr. McLAURIN. Are all these mills in the same State?

Mr. GATES. We have one mill at South Milwaukee, Wis.; one at Hammond, Ind., and the remainder in Illinois.

The CHAIRMAN. What is the value of your product?

Mr. GATES. From \$20,000,000 to \$30,000,000.

The CHAIRMAN. Where is your market for this; is it entirely at home, or partially at home and partially abroad?

Mr. GATES. Up to 1890 the market for the product of the Illinois Steel Company was exclusively in America. Under the reciprocity treaties enacted at that time we had some foreign business. We had very little in 1890; a little more in 1891; and gradually we did more every year. As far as I know, there is not to-day a nation that is discriminating against the United States in favor of other countries in our line of business. In other words, I do not know that we run against what is known as the favored-nation clause in the exportation of any goods we manufacture. We have in the past. In Cuba a year ago the Spanish authorities added three lines of duties. The first was exportation from Spain, which was a nominal duty. The second was called the favored-nation schedule, and that included Germany and England; and the third was the high tariff, and the United States came under that tariff. I understand that has been modified so that we are practically on the same basis to-day in exporting goods to Cuba that we were prior to the repeal of the reciprocity act. The same, I think, is true in Brazil. I am not quite positive about that, but during the time of the reciprocity we had what was called the favored-nation clause in our favor. We had a lower duty to Brazil, I think, than any other nation. We got into Brazil in good shape, and we did a good deal of business there. That was abrogated, I think, in 1894.

The CHAIRMAN. But prior to that repeal you had facilities superior to your foreign competitors?

Mr. GATES. Yes, sir; and the consequence was that our foreign trade grew very fast.

The CHAIRMAN. The repeal of the reciprocity clause placed you on the same basis as your foreign competitors?

Mr. GATES. Exactly.

Mr. McLAURIN. Have you lost any trade by reason of that?

Mr. GATES. Yes, sir; we have, and for this reason: That while we should have lower freights from New York, Montreal, Philadelphia, Baltimore, or Boston to South American ports, yet that is not true. Freights from Antwerp, Bremen, London, or Liverpool are lower to all those prominent Brazilian ports than from American ports. The reason of that is that the English and Germans particularly got into that country at a very early day, and many of the Brazilian houses are largely owned by British and German capital, and they have regular lines of steamers. As a consequence, our freight rate is 30 to 40 per cent higher, which makes it that much greater hardship which we have to overcome in selling goods. The Illinois Steel Company, of which I am the president, has not done a large business in Brazil, but our wire company has done a large business in all the South American ports. Our wire company was able to reach the markets under reciprocity. I do not think we made any money, however.

The CHAIRMAN. You mean that since the repeal of the reciprocity you did business at less profit?

Mr. GATES. We have not made money, but we have got the business and held on to it by importing foreign steel. We ship it out, and get the drawback. I do not suppose that the average profit has been 1 per cent, but still we have held on to it, thinking that there would be a change. I wrote a letter to the manager of the New York office, and I will put this letter in my testimony. He is thoroughly posted on the question.

The chairman read the letter, as follows:

OFFICES CONSOLIDATED STEEL AND WIRE COMPANY,
New York, March 18, 1896.

DEAR SIR: Referring to the question of advantages to American manufacturers under the reciprocity treaties, we would say that from the time these treaties were put in effect with the Latin-American countries, and until their termination, our trade in barb wire with those countries increased rapidly and uniformly, and in addition to the trade in barb wire we were able, for the first time in the history of our company—which covers more than eighteen years—to introduce to a certain extent plain wire and wire nails, and everything indicated a continued expansion of the volume of our business had the conditions remained the same. As soon, however, as these treaties were abrogated by the adoption of the United States of another tariff law, our trade with the countries which it effected became practically nothing.

As an illustration of the workings of these treaties, or rather the hardships entailed by their abrogation, we would cite the instance of Cuba. This country provides three different rates of duty on each and every article imported into it. These various rates are designated as the first, second, and third columns—the first column being the highest and the third the lowest—and on our goods at least there is a wide difference between each of these columns. The third column is an especially low rate, and is only granted to certain favored countries, under certain conditions. These conditions are met by our reciprocity treaty with them; therefore American manufacturers had the benefit of the very lowest duty given to anyone on goods going into that country. No sooner was the reciprocity arrangement terminated than the Spanish authorities for the island advanced the United States rate of duty from the third column to the first—that is, to the highest possible limit—and as we had no “favored-nation” treaty with Spain we of course had no redress.

Our principal European competitors—that is, the manufacturers of England, Germany, and Belgium—were enabled to ship their goods into Cuba under the second column of duties, and this, together with the fact that there were rapid regular lines of steamers from Europe to the West Indies, and together with the low rates of freight which are always quoted from European ports, made any exportations from the United States to Cuba, at least in our line of goods, absolutely out of the question.

A similar condition of affairs is true, in a greater or less degree, with all other

countries with whom the United States had similar arrangements. In general, we may say that the reciprocity treaties were absolutely and unqualifiedly of great advantage to American manufacturers, and we should be very glad, indeed, to see either the same or similar ones reinstated, because under no other known set of conditions can American manufacturers pay American prices for labor and material and successfully meet the competition of foreign manufacturers.

Perhaps the most positive indication of the hardship entailed on the manufacturers by the abrogation of these treaties, and as an illustration of the retaliation instituted by the various countries with whom we formerly had the treaties, we would say that we have been requested, providing we would make the necessary price, to ship our goods via European ports, for reshipment to Central and South American countries, with the proviso that nothing in the way of marks on the goods or packages should indicate the actual origin of the goods. In other words, if the goods were presumably not of American manufacture, they could be entered at a better rate of duty than otherwise.

Yours, truly,

F. E. PATTERSON, *Manager.*

J. W. GATES,

President Illinois Steel Company, Chicago, Ill.

The CHAIRMAN. That is an important letter.

Mr. McLAURIN. Who is the writer of that letter?

Mr. GATES. Mr. Patterson, the manager of the Consolidated Steel and Wire Company, of which I am a director. The average number of men employed by the Illinois Steel Company in 1895, I find by reference, is 10,282; the wages paid, \$6,553,795; freight paid, \$6,337,440.31.

The American manufacturers not only want reciprocity and protection, but subsidized lines of steamers. The shipping facilities from American ports are one of the greatest handicaps to American manufacturers.

We have an office in London and one in Liverpool, and we are continually checking up freight rates. We can get a freight rate to-day of 8 shillings and 3 pence to San Francisco, which would be about \$2; whereas to ship from New York to San Francisco is about \$6. We can ship from Liverpool to San Francisco for \$2, and can not do it for less than \$6 from New York.

Mr. McLAURIN. What is the reason for that?

Mr. GATES. The cause for that is that the Englishmen have got to buy American products. They must either send their boats back in ballast, or get a load at any rate they can. They are always willing to name a rate which is one-half the American rate. We are prohibited from shipping from one American port to another in our coastwise trade under the law, except in American bottoms. We can not load a boat in New York and send it to San Francisco, unless it is an American boat. If we could do that, it would help American shipbuilding as much as anything else. The rate from New York to Galveston is \$3.80, and the rate to Liverpool is \$1.75. If we ship to Galveston, we can not pick up a tramp steamer, but we must get an American bottom in which to ship; otherwise they would seize our goods upon arrival. In times past this has caused litigation.

The CHAIRMAN. The line of argument which you wish to develop is this: By a system of subsidizing steamships, the same as is done in England and Germany, and has been for one hundred years, we could, you think, establish a merchant marine, and thus reduce the cost of transportation to the minimum?

Mr. GATES. Yes, sir; that would help the American manufacturer fully as much as the tariff.

The CHAIRMAN. In other words, the question of transportation is one of the items to be considered in the sale of the product in foreign countries?

Mr. GATES. Yes, sir; and I will give you an illustration of that: The San Joaquin Valley Railway Company wanted to buy 18,000 tons of rails. We figured on the freight rate from Chicago to San Francisco, and the best rate we could get was \$13.44 per gross ton. The English shipped them for 8s, paid \$7.84 duty, and saved \$3.50 over our price; so that transportation is an important item. When we strike the Gulf ports or the Pacific ports the American manufacturer is handicapped against the English on account of the rates of transportation.

The CHAIRMAN. One of the reasons, as you well stated, why English can transport goods, iron and steel, cheaper, is that they take it instead of ballast. They intend to make profits on the return trip?

Mr. GATES. Yes, sir; and then they are subsidized by their Governments, especially in Germany. From the Krupp Works to the seaboard the freight rate would be 12s, or about \$3 per ton, if the freight was for export going past Bremen or Antwerp, while the rate on American freight would be about 4 marks for the same distance. In other words, the German Government protects its manufacturers by making low rates on everything going out of the country, while in the United States it is higher on the home consumption.

In the questions sent out by this committee we were asked the output of the establishment, compared with that of years ago. In 1890 our output was about 450,000 official tons; and that 450,000 official tons of material brought \$25,000,000. In 1895 our official output was 875,000 tons, and brought less than \$22,000,000.

The CHAIRMAN. What has been the condition of trade in your line during the last two years?

Mr. GATES. In the last two years the Illinois Steel Company employed \$35,000,000 of capital, and made in profits in 1893, 1894, and 1895, about \$300,000 in three years. Our reports are published, and it is a matter of public information.

As to question 14—What advantage did your foreign competitor have in cost of manufacture and transportation charges to foreign markets?—I would say that American ore would be far cheapest, because we have better material, but the cost of labor in mining is so much higher in America that the cost of delivery at our works is somewhat higher than it is to the works on the other side. The wages paid to workingmen is very much higher here than it is in England and Germany, but we have better facilities for turning out large quantities than they have, and, as a consequence, while we can not compete flat, we can come close to it, and are willing to sell our surplus at a loss in order to keep the works running.

The CHAIRMAN. In your iron and steel mills at Chicago the domestic trade is the one that interests you most, but in the wire-rod mill you are interested in the South American trade?

Mr. GATES. Yes, sir.

The CHAIRMAN. You are interested in the reestablishment of the principle of reciprocity?

Mr. GATES. Very much.

STATEMENT OF MR. EUGENE LEVERING, PRESIDENT OF THE BALTIMORE BOARD OF TRADE.

The CHAIRMAN. Please state your name, residence, and business.

Mr. LEVERING. I am president of the Board of Trade of Baltimore, and I am interested in the trade with Brazil. We have been engaged in business in Rio and Santos for a number of years, and by reason of

the abrogation of the reciprocity treaty our trade is suffering severely. There are other reasons which have complicated the situation. Under recent enactments in Brazil, they have imposed an additional duty on exports of our flour, and they have taken off the duty on wheat. Baltimore claims to be the only city in the United States which has now got an American fleet of large tonnage trading in that country; and that shipping business is jeopardized, because the flour trade is our main export, and furnishes freight for these vessels, and it is now hampered. We do not know what to do with our vessels. We recently gave an order for a new vessel to be built in Maine. I want to say that during the continuance of the reciprocity treaty the flour trade, as well as a great many other branches of which Mr. Stewart will speak (because he is thoroughly familiar with the matter), has advanced. This trade with Brazil dates back eighty or ninety years. Our representative in Rio produced a letter from our minister, Mr. Thomas L. Thompson, a copy of which I have and will leave with you after reading it.

The letter was read, as follows:

We beg respectfully to call your attention to the radical changes which have been enacted recently by the Brazilian Government in the matter of the relative position of wheat and wheat flour in the new tariff. While the import duty on the latter was raised from 24 reis to 32 reis per kilo, wheat, which under the old tariff paid an expediente tax of 10 per cent, has been made entirely free. This in itself is a heavy blow to the American shipping and milling interests, which for many years past have supplied the Brazilian markets with flour and have invested millions of capital, both in the construction of mills of the most approved pattern for the manufacture of flour suitable for this climate and in a large fleet of American ships trading between this port and Baltimore, which depends almost exclusively upon flour to supply their outward cargoes, carrying home coffee.

In addition to the above disparity, we just learn of what we can not term anything but a most startling injustice, which, if continued, will utterly annihilate the already struggling flour trade between the United States and Brazil. We refer to differential freight rates which have been granted by the Government railroads to flour ground here over foreign-ground flour. We mention as an instance that the rate on foreign flour from Rio to Chapeo de Uvas, a station on the Central Railroad, is 242 reis per 10 kilos, while flour milled here pays only 71 reis per 10 kilos. As we are largely dependent on interior points for a market for our American flour, it is obvious that under these conditions competition becomes impossible.

STATEMENT OF MR. C. MORTON STEWART, OF BALTIMORE.

MR. CHAIRMAN AND GENTLEMEN OF THE COMMITTEE: When the proclamation of this treaty was made, we got from Brazil \$100,000,000 of their produce, mainly rubber and coffee, and they got from us in the way of food supplies and other articles about \$10,000,000 in value. They collect their revenue mainly upon export duties, which average about 10 per cent, and consequently they derive far more traffic from us than we do from them. This *lex talionis* could be very powerfully used by them for the benefit of their trade, if it were necessary; but there is no such feeling among them, because we have noticed in the last two or three years, which have been uninterrupted by revolutions, a great sympathy in our favor. That territory is 3,600,000 square miles in extent, and our territory is 3,300,000 miles in extent. The great Republic of the Northern Hemisphere is in sympathy with the great Republic of the Southern Hemisphere, and consequently there is every logical reason to think that that which started so well would have gone on indefinitely until there would have been a commercial association and unity that would have bound us close to the Brazilian people. There is no doubt about it. Some people say, "Why in the world don't

our manufactures go down there to a larger extent?" The reason is obvious. The \$90,000,000 we paid them has to be paid through English credits.

I was traveling from Pernambuco down to Bahia on board a vessel with a gentleman named Taylor, who was a man of charming literary taste. He could repeat nearly everything that I suggested from the works of Sir Walter Scott, and I said to him, "How is it that you, a business man, can find time to memorize so perfectly the works of that great author?" He replied that he had plenty of time, being the supervisor of credits of the Dugan Company, of Dundee, and stated that they always had a balance in their favor of at least \$1,500,000.

There is another thing. When slavery existed in Brazil, it was the duty, as well as the interest, of the planters to take care of their slave labor, and they raised hogs for food to an enormous extent. There is no better bacon than the Brazilian bacon, and it is quite suitable for that purpose; but when slavery was abolished, their freedmen being their labor, hogs became what might be called nomads, as well as the freedmen themselves, and consequently the State of Illinois and the Western country are now seeking that trade. Armour has sent there Mr. Ross, a man of very great ability, to explore that country, and he has come home and says that he not only expects to continue the trade there, but to have a much more progressive one.

America uses flour to the extent of 1 barrel per year to every man, woman, and child, so that we consume 67,000,000 barrels of flour. In Brazil, on the contrary, they do not use more than 1,000,000 barrels, although their population is about 16,000,000 people, according to the best census they have. There is no doubt that everything tends toward an immense increase in the consumption of flour, because the price is so low that it comes in competition with their own native product to such an extent that wherever you go—in Bahia, Rio, Santos, and Rio Grande, or elsewhere—you find the consumption of flour is increasing. That is also the case at Victoria. At the latter place last year they consumed 18,000 barrels.

There is nothing more for me to say, except that when the proclamation was made we looked upon it as the dawn of a much better day. When the revolution was in progress, we knew that England was anxious for the recognition of the monarchical party, which was opposed entirely to the sympathies of those people. We knew that Austria had proclaimed the same fact, and that France was in favor of the recognition of the Orleans branch and had practically said so. America stood alone. It happened, very unfortunately for us, that the Administration determined to abrogate this treaty, owing to the application of the sugar question in the Wilson bill. I therefore say that, looking forward to the future, being governed by the light of the past, I think that reciprocity is the only way by which we can overcome the machinations of the English people, who are establishing mills and getting differential freights to the interior. I look, incidentally, to the railroads there being finally imbued with the spirit of American enterprise.

The CHAIRMAN. Will you state to the committee, so that we can have it before us, what interest you represent that is affected by the repeal of the reciprocity clause of the law of 1890?

Mr. STEWART. It is my own interest. I own six vessels, and I am building another.

The CHAIRMAN. The vessels trading between what ports?

Mr. STEWART. Between Baltimore and Rio, Santos, Pernambuco, and Bahia.

The CHAIRMAN. What goods do you transport from this country to Brazil, and from Brazil in return?

Mr. STEWART. Flour and provisions—provisions coming from the West and from Baltimore, and also cotton-seed oil and the food products of the whole country.

The CHAIRMAN. What extent of territory in this country do these products represent?

Mr. STEWART. From Chicago come the provisions, and from the Chesapeake Bay and Richmond, as well as Harrisburg and other places, flour. The Argentina flour grows with no fibrous strength. In Pennsylvania, Virginia, and in fact all iron countries, the wheat is celebrated for its keeping qualities. They gave it a certain name sixty-five years ago, which is still celebrated, and it is still demanded, much to our confusion, because, having this special demand name, they charge a premium for gratifying this antique taste.

The CHAIRMAN. What was your trade in 1892 and 1893 as compared with 1894 and 1895?

Mr. STEWART. The shipments from the United States in 1890 were 672,329 barrels; in 1891, 765,902; in 1892, under reciprocity, 915,395 barrels, an increase of 20 per cent; in 1893, 901,864 barrels; in 1894, 930,141 barrels; in 1895, 842,955 barrels; and now all these vessels in which Mr. Levering is joined with us are standing idle at the wharves. I pay a tribute of gratitude to the American Government with peculiar feeling, owing to the circumstances that we received protection which enabled us to build our vessels of proper size instead of making them yachts. We could use them as yachts, but we do not care to do it just now.

Mr. LEVERING. The wheat was higher than it is now. While the number of barrels increased the price was lower, so do not be misguided by statements in dollars and cents. A barrel of flour is a barrel of flour.

Mr. STEWART. I can bring Mr. Armour from the West, the Pennsylvania millers and others, to give you information upon these points.

The CHAIRMAN. We have sent notices to those gentlemen, and will have representatives of those firms before us.

Mr. STEWART. Mr. Ross is one of the most representative men I have ever seen.

The CHAIRMAN. You speak of wheat of the Argentine Republic coming into competition with ours. Please state that so we may understand it.

Mr. STEWART. I have been consul of Argentina ever since I was a boy. In those days they devoted themselves particularly to grazing and the cattle trade. It has only been lately, in the last ten years, that the northern districts have commenced to look upon wheat as a desirable crop. This year it was nearly a total failure. Last year there was a superabundance, but of a low price, and I do not see how they can do very well in it. The railroads in South America are owned by English capital more than they are in this country. In this country English capital controls the bonded interest, but the equity of redemption is in the American people, while in South America the English not only hold the bonded interest, but they have an equity of redemption and a consequent right of control. It is that feature that Mr. Levering has very admirably placed before you in the protest which he has placed in your hands.

The CHAIRMAN. One of the complaints made by the millers of this country is that since the repeal of the reciprocity clause a large duty

has been placed upon American flour entering Brazil, and, as you state, the wheat is admitted there free from Argentina; the flour mills of Brazil are owned by foreign capital largely, and, in addition, the English railroads give discriminating rates in favor of the transportation of flour manufactured by these British mills as against the flour imported from America.

Mr. LEVERING. That is true. This is the last vestige of the regular American merchant marine doing business with that country.

Mr. STEWART. I think you ought to say of a certain degree of excellence, owing to the fact that they are the vehicles for perishable cargo. We have never had in ten years any marine rejections, whereas when we are obliged to charter we have personal reclamations. We are obliged in our own business to secure vessels of standard excellence.

Mr. LEVERING. Flour represents 75 per cent of the cargo. Blot that out, and the vessels have got to be sold.

The CHAIRMAN. In order to protect American interests in the trade in Brazil, you think it is important not only to have this reciprocity clause restored which we had under the law of 1890, but to have it extended so that American products after they reach Brazil shall be treated as fairly as the domestic flour or any other product?

Mr. STEWART. You have stated it better than I possibly could.

The CHAIRMAN. Can you give the committee, in dollars and cents, the actual amount of the trade that you carry from this country?

Mr. STEWART. Last year our individual shipments were \$1,600,000, being over £300,000.

The CHAIRMAN. How much has the trade fallen off since the repeal of the reciprocity clause?

Mr. LEVERING. Do not forget the point of the terrible decline in prices last year. There might be an increase in the exports, whereas in dollars and cents there might be a decrease.

Mr. STEWART. The average price of flour previous to last year was from \$4 to \$4.50, and since that the price has been from \$2.85 up to \$3.70. Provisions have been lower in about the same ratio to the enormous crop of corn in this country. We had 2,500,000,000 bushels of corn, an unprecedented crop. In its convertible quality as human and animal food it represents the greatest crop ever known in this world, in a monetary point of view.

We would like to know whether you desire us to supplement our statements by any written ones.

The CHAIRMAN. We would be very glad for you to do so. These hearings will be printed for the benefit of the House and the country.

STATEMENT OF CHARLES A. COTTERILL, REPRESENTING PARKE, DAVIS & CO., MANUFACTURING CHEMISTS, DETROIT, MICH.

Mr. CHAIRMAN AND GENTLEMEN OF THE COMMITTEE: I desire to say that I will consume as little of your time as possible. I have here a few statements in regard to our business, which I would like to read and have incorporated as a part of my remarks.

The paper was read, as follows:

1. Q. Give full name and address of firm or company.—1. A. Parke, Davis & Co., Detroit, Mich., with branch houses at New York City, Kansas City, Baltimore, and New Orleans, and branch factories at Walkerville, Ontario, Canada, and London, England.

2. Q. Lines of manufacture.—2. A. As manufacturing chemists we manufacture a line of fluid and solid extracts, in the manufacture of which a great deal of alcohol is used, sugar and gelatin coated pills, medicinal elixirs, sirups and wines, compressed medicinal tablets and tablet triturates, medicated lozenges, oleates, and gelatin capsules containing medicinal substances. We are also compressors of botanical drugs, such as herbs, leaves, flowers, barks, and roots, for druggists' use. We also manufacture malt extracts, digestive ferments, and a line of other pharmaceutical products too numerous to mention.

3. Q. The amount of capital, number of persons employed, and value of annual product.—3. A. The capital stock of the corporation is \$2,000,000; \$1,200,000 paid in. The number of employees varies, with an average of about 1,200. The value of the annual product which is handled from year to year, with sales during 1895, amounts to over \$2,000,000.

4. Q. Do you find your market at home or abroad; and if both, in what proportion?—4. A. We find our market both at home and abroad, principally, of course, at home. About 12½ per cent of the total sales are made abroad.

5. Q. Do you sell directly to foreign dealers or through commission houses?—5. A. We sell directly to foreign dealers; very seldom sell through commission houses, but have established agencies in Australia, Germany, Austria, Belgium, Italy, and Switzerland, with large supply depots with wholesale druggists in the Hawaiian Islands, Cuba, China, etc., a part of which are supplied either directly from the home office at Detroit, Mich., or through the branch house at London, England.

6. Q. Have you made any direct effort to extend your foreign trade; and if so, by what means, and with what success, and in what countries?—6. A. We have made direct efforts to extend our foreign trade, first, through the direct efforts of branch laboratories in Canada and in England; also through agents in the countries above named, while a number of traveling representatives are looking out for our interests in Australia and India, while a special representative from time to time visits the agencies in Europe, and off and on a special representative makes the round of the globe, looking after our interests in all far-away countries.

We also cultivate trade abroad through the issuing of price lists applicable to different foreign countries, descriptive catalogues, circulars, samples, etc. How successful we have been in the introduction of these products is shown by the comparative statement given later on with reference to the increase in the sales abroad during the last six years, which increased from 4½ to 12½ per cent.

7. Q. Are you aware of any discrimination or obstacles in the laws or customs regulations of any foreign country that has restricted or prevented the extension of your trade; and if so, can you suggest any means by which they may be removed?—7. A. A flagrant discrimination has come to our attention lately through the decision arrived at by the Austrian customs authorities in classifying certain of our products, into the manufacture of which alcohol enters, among either gums and resins, or arrack, brandy, liquors, etc., even if used for medicinal purposes. On account of the fact that whisky, brandy, etc., are once in a while used for medicinal purposes our medicinal fluid extracts, for instance, have been classed in Austria under this heading, and are made subject to a duty of 60 florins gold per 100 kilos gross weight when introduced into Austria or Hungary. There is in the Austrian tariff laws a provision for medicinal preparations that are rated at 24 florins gold per 100 kilos gross, and under which heading, according to our ideas, the fluid extracts and similar alcoholic preparations should be classed. Without taking into consideration the fact that we are, under the circumstances, almost obliged to use alcohol on which a tax or duty has to be paid, we are at a great disadvantage in competing with Austrian, German, and other manufacturers, who work with free alcohol when used for medicinal purposes. Sixty florins gold per 100 kilos gross means about 120 florins gold per 100 kilos, or about 220 pounds net, and this duty is considered by us excessive, and it is certainly an obstacle to the successful introduction of our products into Austria-Hungary. In other cases we meet with similar obstacles on account of the use of tax or duty paid alcohol, especially when duty ad valorem is levied.

While provisions have been made for the repayment of duty paid on imported alcohol used in the manufacture of these products, the conditions under which the rebate can be obtained have been found by us so burdensome that we have discontinued making claims upon the Government for the repayment of such duties thus paid, while foreign manufacturers of alcohol, knowing that we were obliged to import alcohol for such purposes instead of using homemade alcohol, acted more or less independently and charged high prices for such alcohol imported into our country as compared with the prices at which homemade alcohol could be procured if no tax had to be paid thereon. We have therefore taken steps with the representatives for this State in Congress and in the Senate, with members of the subcommittee on Ways and Means, to have the law amended so as to allow us and other houses in the same position to use homemade alcohol for the manufacture of

medicinal products in the manufacture of which alcohol is used when exported, so as to obtain the drawback on the tax paid on alcohol when used for such purposes. Some of these obstacles have been overcome through the establishment of a branch laboratory in Canada and in England, though such laboratories have been established at great expense and which materially decreases the profits made upon goods thus manufactured on the smaller scale, as far as the foreign trade, according to the percentage represented in this report, is compared with the sales of our products in this country.

A further discrimination is felt by us and obstacles are put in our way in the manufacture of certain of our products into the composition of which there enter chemicals which have to be imported, principally from Germany. These obstacles are caused by the peculiar laws of this country. We will give an example, though we can not vouch for the exactness of the figures given, as the time since the communication of March 4, as issued by the Committee on Ways and Means, reaches us and the time in which a reply is expected is so short. We will quote the article sulphonal as an example of this class. While originally there was only one concern of manufacturing chemists in Germany who put this new medicinally valuable product upon the market, in course of time two or three more manufacturing concerns discovered different ways by which they obtained the same results, namely, produced the same product. Though three or four processes for the manufacture of the product were patented, a healthy competition was caused and the price of the product was greatly reduced, and it was made available to the druggists and physicians for the treatment of disease at reasonable prices. The manufacturers of course looked for a large output of this product to the United States, and finding that our laws were favorable to them, though unfavorable to us, they formed a trust, took out patents for the manufacture of sulphonal, trade-marked the name "sulphonal" in this country and protected the product itself by patent, established an agency in this country, and, so to speak, put on the screws, which means that while the article could have been bought in Europe at about 25 cents per ounce, manufacturers were obliged in this country to pay about \$1.20 per ounce for the same article. As soon as other manufacturers in Europe found ways and means by which to manufacture the same product by different processes, the price paid was further reduced; but as the name was protected by trade-mark in this country, as the process for its manufacture and the product itself was patented, the original syndicate or trust had their own way and the price of the article has not, at least not materially, decreased of late years, and American manufacturers are obliged to pay tribute to the sole agents in this country for the foreign manufactures and indirectly to the foreign manufacturers themselves. A like state of affairs exists with reference to antipyrine, phenacetine, and other similar products. On the other hand, these same products can be purchased and used in Canada, for instance, at much lower rates, and if they enter into the composition of any product which is needed for export, it will necessitate, in order to be able to compete at all, that these products be made in the Dominion of Canada, where the laws are more favorable to competition in the markets of the world. On the other hand, cases have been reported where these products have been smuggled from Canada into the United States, and certain unscrupulous parties have been able to obtain the articles at lower rates than we have been obliged to pay to the agents of the foreign manufacturers, and prices have been so reduced that all margin of profit to us was eliminated, while the unscrupulous parties referred to were able to make a profit, even if they were to sell the products at our cost prices. There exist, therefore, obstacles in our laws which do not enable us to compete successfully with the Dominion of Canada, for instance, which is so near to our doors.

8. Q. What changes have recently occurred in the tariff of foreign countries, so far as they relate to your lines of manufacture?—8. A. We have not given much consideration to this question, in so far as we leave the selling of the products furnished by us entirely to the judgment of our branch houses and to our agents, the latter purchasing our goods generally free on board New York and establish their own selling prices, in harmony with the tariffs existing in their countries. The only change that has occurred is the one to which we have referred in the above, viz, the establishment of a duty of 60 florins, gold, per 100 kilos, gross, for products of our manufacture in the preparation of which alcohol is used, and which articles in the finished state contain alcohol. We refer to this particularly because it has been brought to our attention specifically, as follows:

A special representative of our house made a tour of Europe and interviewed the agencies at Vienna. To our surprise we learned from Messrs. G. & R. Fritz, wholesale druggists, of Vienna, Austria, that in July, 1895, when our representative visited them, certain goods had not been released from the customs department which had been shipped by us in March and May, 1894, because our agents refused to pay the high duty of 60 florins, gold, per 100 kilos, gross, because they did not think it fair to classify such articles under "either gums and resins," or with arracks, whiskeys, brandies, etc., even if used for medicinal purposes. As they refused to pay the

duty which the authorities thought it wise to demand the goods were not taken out of the custom-house, and through long storage in such custom-house the quality of the goods has certainly not improved, though it is difficult to state to what extent the quality has deteriorated. Through the assistance of the American consul at Vienna, the Hon. Max Judd, we succeeded in obtaining at least a decision, rendered on August 28, 1895, by which the goods were definitely classed under the heading above mentioned, and were made subject to a duty of 60 florins, gold, per 100 kilos, gross, and which classification we consider an unjust one.

9. Q. How far would the removal or reduction of customs duties imposed by foreign nations on the merchandise in which you deal aid in the extension of your export trade?—9. A. The reduction of customs duties imposed by foreign nations upon merchandise in which we deal would certainly tend to a great increase in the sale of our products in competition with other countries, with particular reference to German manufacturers, who undersell us in all parts of the world. The reputation of some of these German manufacturers is no doubt as good as ours. They have been established in business for many more years than American manufacturers have been, some being known as manufacturers for hundreds of years, and on account of the reputation of the houses certainly no pressure can be brought to bear upon our customers to handle our products in preference to those issued by such German houses at much higher prices. But our business being a peculiar one we may not feel this competition as much as other houses may feel it. The products which we manufacture are intended solely for use in filling prescriptions upon the order of a physician who is convinced that the products issued by us have superior merits, and therefore can be sold in regular competition with ordinary articles of manufacture. We can therefore only rely upon the genuineness of the drugs employed, the skill exercised in the manufacture of the preparations therefrom under a uniform high standard to prove our standpoint with foreign physicians, which requires the expenditure of large amounts, through traveling representatives, through the dissemination of scientific literature, the supplying of samples to medical men, so as to give them an opportunity to convince themselves of the superior quality of our goods, so that they may prefer our preparations at the higher prices to other goods issued under the same name by the German manufacturers alluded to and others, which are sold at much lower prices.

10. Q. What is the output of your establishment compared with that of six years ago?—10. A. The output of our establishment during the last six years, including home and foreign trade, has increased about 70 per cent. The output in the export department has during the same term of six years increased only about 8 per cent.

11. Q. How does the present cost of production compare with that of six years ago, including wages, the cost of raw material, and transportation rates by sea and land?—11. A. We can not trace any material decrease or increase in the cost of production during the six years. This may be partly due to the fact that we have manufactured in 1895 on a much larger scale than we manufactured in 1889. If to the cost of production there should be added certain expenses connected with the introduction of the goods the comparison becomes more difficult, because it will depend entirely upon the efforts made in the direction of increased traveling force, increased supplies of printed matter, samples, etc. The cost of raw material changes constantly, and the tendency is rather toward lower than higher prices. Transportation rates by sea or land have not changed very materially, though brisker competition among railways and steamboat companies tends toward a decreased expense in this direction.

12. Q. How do the present selling prices compare with those of six years ago?—12. A. The tendency is decidedly downward. Competition is constantly increasing through the establishment of new houses in our line. Lower prices and better terms of payment are constantly offered in the strife to secure trade, and it means either to reduce prices by an increased rate of discount, if goods are sold at a discount from list prices, or extension of time, which means the same thing. We, in our position, however, may not feel this pressure quite as much as manufacturers in entirely different lines, such as the manufacturers of appliances, instruments, apparatus, etc., manufactured from such articles as wood, iron, copper, tin, silver, etc., we dealing more particularly with the professions of medicine and pharmacy and not with trade generally, our articles not reaching the public directly, but through the advice of medical men, the competition can not be felt as keenly.

13. Q. What competition do you meet with from foreign manufacturers, and in what markets?—13. A. We have referred to this matter indirectly before by referring particularly to the German market, though, as far as the English branch is concerned, we naturally feel the influence of English competitors not only as far as Great Britain itself is concerned, but also her colonies, in which sympathy naturally is in favor of English versus American manufactures, especially when political clouds appear upon the horizon and which stir up the patriotic feeling for the respective countries and against America.

14. Q. What advantages do your foreign competitors have over you in the cost of manufacture in transportation charges to foreign markets?—14. A. The advantages may principally lie in the closer proximity and the better shipping facilities existing between different markets. Thus, shipping facilities from England to most of her colonies are far better than those between New York and such colonies. The German manufacturers bestir themselves to go after foreign trade, especially through the colonial policy pursued by them. Foreign competitors in our line, as stated previously, have the advantage of employing free alcohol, at the rate of about 30 cents per gallon, versus \$2.30, or thereabouts, per gallon, which we have to pay for alcohol, as we do not think it worth while to take advantage of the provisions of the law which allows us to use alcohol of foreign manufacture, upon which we pay a duty, as above explained. There are, besides, such factors as cheaper labor, cheaper rents, cheaper raw material, cheaper methods of living, that will give certain foreign manufacturers advantages over American ones.

15. Q. To what extent can you compete with foreign manufacturers in quality and price?—15. A. We can certainly compete in quality, though we can not attempt to compete in prices, as explained previously, taking into consideration that our line of manufactures is a peculiar one and one that can not be classed with general manufactures.

16. Q. Has the total product of the United States in your line of manufacture increased or decreased during the last six years?—16. A. The total product of the United States in our line has certainly increased during the six years, but to what extent we are unable to say without looking up statistics, to which we may have but unsatisfactory access.

17. Q. What proportion of the total present and possible output of your lines of manufacture in the United States can be absorbed by the domestic market, and what would be your estimate of your surplus for export if all manufacturers in your line were to produce to their full capacity? The purpose of this inquiry being to secure as accurate an estimate as possible as to the necessity for new foreign markets for the manufacturers of the United States.—17. A. It is impossible to give a reply to this question, especially when the short time allowed us is taken into consideration.

18. Q. Was the general effect of the reciprocity treaties made in 1890 favorable or unfavorable to the export trade of the United States, and what was the effect of their repeal?—18. A. We can not say that in our line the effect of the passage of the treaty or its repeal has been markedly noticed, as we accommodate ourselves to existing circumstances, whatever they may be, and even if unfavorable to us make the best of them.

19. Q. What was the effect upon farm products, particularly?—19. A. We are not interested in farm products in a general way.

20. Q. Do you favor the application of reciprocity, particularly to future tariff legislation, and the enactment of a general law authorizing the President to negotiate reciprocity treaties with both European and American nations, so far as possible?—20. A. Our foreign efforts have been very limited, notwithstanding the fact that in the United States of America we do by far the largest business in our line.

The reasons why we have been unable to accomplish much abroad are as follows:

Our lines of products are based upon the formulas of the United States Pharmacopœia, while all civilized foreign countries authorize the sale and dispensing of only such products as are based upon the pharmacopœia official with them. To meet all these requirements would demand a separate line of products adapted to the standard of each foreign country which we desired to supply, which would involve so large an expense as to render the operation unprofitable, with due consideration to the limited output under any circumstances.

The prejudices of the medical profession, who are our only true clientele. Physicians educated in foreign colleges are taught to use the pharmaceutical products which are current or popular or official in such countries. It takes a long time to change a physician's habits in this respect. He gets accustomed to the dosage, the standard, and the physical peculiarities of the pharmaceuticals that he has been taught at college or by experience to use, and hesitates to make a change for exactly the same reasons that physicians taught to estimate weights and measures in the old Troy system hesitate to substitute therefor the metric system.

Foreign countries, with especial reference to France and Austria, are very restrictive in their tariff as against the admission of pharmaceuticals which do not correspond in every respect to their established tests, and which are often quite contrary, as well as inferior, to those of our own pharmacopœia.

The enormous tax on alcohol renders our export of alcoholic products quite impracticable to any great extent where brought in competition with similar products abroad. This is the case notwithstanding the fact that certain privileges with regard to rebate are given, because such privileges are attached to so much red tape and expensive restrictions that it pays us not to avail ourselves of them.

Summing up the whole matter, we should say that the extension of our foreign

business has been restricted because of foreign standards, the teaching and the customs of physicians, the prejudices of foreigners, tariff legislation, and the cost of alcohol. This statement must be taken in connection with the fact that our business is a peculiar one, and that its success is largely based upon an established reputation for honesty and integrity. Here in America that reputation has been established, but in working abroad we are compelled to combat the fact that we are unknown, and therefore subject to suspicion, especially as we are foreigners, while on the other hand the native dealers have accomplished what we have accomplished in this country, and stand almost impregnable against a short attack. In other words, the only way for us to establish ourselves thoroughly in any country is to open up a local manufactory and distributing point, with intention of fighting it out on that line for years if necessary, until we have created that confidence which is absolutely essential to a success in the pharmaceutical business.

As to reciprocity, we have been absolutely shut out for above reasons from any business of importance with the South American States; but in addition we are compelled to combat the fact that the Germans, English, and French have entrenched themselves so strongly, financially and commercially, in all the principal South American ports that it is more than difficult for an American house, trammelled by the restrictions which I have outlined, to get a foothold. We have tried it several times, but have only our expenditures to show for our pains.

There is one point to which I want to invite your attention, and that is the unjust discrimination of Austria-Hungary in regard to pharmaceutical preparations. Last year we sent a special representative of our house to interview our agent, and to his great surprise our representative found a certain quantity of our goods had not been released from the custom-house, although they were shipped in March and May, 1894, because our agent refused to pay 60 florins duty, as he considered it unfair. They classed our medicinal preparations as "edibles," which was perfectly ridiculous. An investigation disclosed the fact that they had actually classed as edibles some of the most deadly poisons known to the pharmacopœia, such as aconite and henbane, either of which would kill a person in a few minutes. They also classed our pharmaceutical preparations as whiskies and brandies, and charged a high rate of duty, according to their tariff bill, instead of classifying them as medicinal preparations.

The CHAIRMAN. The object was to compel the American importer to that country to pay a higher rate?

Mr. COTTERILL. Yes, sir; to compel us to pay 60 florins instead of 24, as provided for under the medicinal schedule. They took the ground that, because alcohol was in them, they were not medicinal preparations. There is more or less alcohol in all pharmaceutical preparations. They would decay if this were not so. We are also absolutely prohibited from introducing our goods into France for the same reason.

The CHAIRMAN. How long has this prohibition existed in France?

Mr. COTTERILL. It has existed for years. We have never been able to get into France.

The CHAIRMAN. How long has the prohibition in Austria-Hungary existed by reason of the construction of classification?

Mr. COTTERILL. For a considerable period.

Mr. McLAURIN. Do they treat medicines from all other countries in the same way?

Mr. COTTERILL. No, sir; only those from America. We are handicapped, because in Europe the manufacturers are entitled to alcohol free of duty or tax, and we have to compete against them and pay a tax upon our alcohol.

The CHAIRMAN. You say that you are prohibited from going into the markets of France. Are English tradesmen in the same line of business prohibited in the same way, or are they permitted to introduce their goods?

Mr. COTTERILL. They are, for the simple reason that the importer of English goods can afford to pay the high duty.

Mr. McLAURIN. You spoke of medicinal preparations being classed as food. Suppose the same thing was shipped from England, would they class it as food or medicine?

Mr. COTTERILL. As I understand it they would class them as medicines against the English, but as foods against the United States. It is perfectly ridiculous, this discrimination. We brought the matter to the attention of Max Judd, the American consul at Vienna, and he in turn brought it to the attention of the Austrian Government, and they simply maintained their position that these things were wines, whiskies, and edibles, and that they should be charged the higher rate.

Mr. McLAURIN. How do they justify or explain their position when those articles come in from England?

Mr. COTTERILL. They do not justify or explain them. They give us the alternative of leaving the goods to decay or else paying the 60 florins.

The CHAIRMAN. What is your experience in the other European countries?

Mr. COTTERILL. We have not been treated so badly in the other European countries as in Austria and France. Our products are based on the United States Pharmacopœia, while those in foreign countries are based on the pharmacopœia which is official with them.

Section 22 of the Wilson bill is the same as existed in the previous laws and the McKinley bill. We can not import alcohol and manufacture it into products intended for export without great confusion and laying ourselves liable to a charge of fraud, because the law requires the identical alcohol to be used, and it must be identified on the wharf before we ship it out of the country. Our list contains thousands of different medicinal articles, and in order to avail ourselves of that law when we exported the product we would have to separate them and state that the products were made from domestic or foreign alcohol, as the case might be, which renders it impossible for us to avail ourselves of it. If we were not compelled to do that, we could compete with the foreign manufacturers, particularly the Germans. We use the best alcohol and pay \$2.20 for it.

The CHAIRMAN. Can you go into the German markets under the same condition as your competitors can?

Mr. COTTERILL. No, sir. They have a great advantage over us. Every pound of fluid extract shipped to Germany represents so much alcohol, tax paid. We have to pay the tax, whereas they have free alcohol. In this matter we are fighting on the ground of quality and superiority of preparations. We are basing all our efforts upon the strength of that. I have spoken about the different standards in respect to the pharmacopœia. We have built up a reputation for honesty and integrity. There are many manufactures of drugs, but the productions of some are absolutely inert. There are too many such on the market.

The gentleman who preceded me spoke about flour. I might say, there is flour and there is flour. It is a matter of quality entirely in dealing with medicines; the purest and best ought always to be provided, but such is not always the case. We have established a laboratory in Canada, across from Detroit, where we employ several hundred people. We have also established a laboratory in England in order to partially meet foreign competition. We are transacting a business there now on a small scale. Almost all our shipments to Australia

come direct from Detroit; and even in Australia we have to pay a heavy duty, which correspondingly increases the cost of the goods to the consumer.

The CHAIRMAN. France and Austria are the only countries you have to contend against in Europe?

Mr. COTTERILL. Those are the principal ones we have to contend against, and if we could only manufacture with imported alcohol without so much "red tape," we could compete with them.

The CHAIRMAN. You are not speaking of the internal-revenue tax on alcohol in this country, but of the impositions in foreign countries?

Mr. COTTERILL. Both.

The CHAIRMAN. The object of your addressing the committee is to see if there can be any remedy by way of commercial treaties?

Mr. COTTERILL. Yes, sir. On general principles, we favor reciprocity, but so far we have not received any benefits from it.

The CHAIRMAN. Did you attempt to extend your trade in South American or Cuba under reciprocity?

Mr. COTTERILL. Yes, sir. Soon after the Pan-American Congress came to this country I conducted negotiations with the State Department for the purpose of granting us letters to a South American chemist. We wanted a man who understood the language to represent us, but the experiment was an absolute failure.

Mr. McLAURIN. What countries?

Mr. COTTERILL. All of them.

The CHAIRMAN. Why was it a failure?

Mr. COTTERILL. Because the English and Germans are too strong for us.

The CHAIRMAN. Two conditions would favor you in the extension of your trade: First, a treaty of reciprocity between the respective countries, so that you would be under favorable conditions as compared to your foreign competitors?

Mr. COTTERILL. That is it exactly.

The CHAIRMAN. I wish that you would state to the committee the number of employees you have in this country?

Mr. COTTERILL. We have about 1,400 employees in the United States and about 500 in Canada and England.

Mr. McLAURIN. You say you have a laboratory in Canada and one in London. You could ship goods from Canada to Germany or any place else like the English, I suppose?

Mr. COTTERILL. No; we can not. We tried it, and found we could not. We met with the same opposition.

Mr. McLAURIN. When you ship from London?

Mr. COTTERILL. Yes; from London; because we have not become established in reputation over there as manufacturers.

The CHAIRMAN. What you are seeking to do is to have our Government, by reciprocal trade relations, so arrange the matter that you can go into those countries on favorable conditions without those restrictions?

Mr. COTTERILL. Yes, sir.

Mr. McLAURIN. I wanted to know the difference in your English and Canadian laboratories?

Mr. COTTERILL. So long as we have not our reputation established, we will have to go on at great expense, and wait a long time to get a foothold. Our house has an established reputation in this country, and with the proper treaty relations there would be no necessity for conducting branch laboratories.

STATEMENT OF MR. L. F. S. SCHENCK, OF MARLBORO, N. J., REPRESENTING THE MONMOUTH COUNTY BOARD OF AGRICULTURE.

The CHAIRMAN. This hearing will be reported and printed. It is the object of the committee to confine all persons appearing before us exclusively to the subject of reciprocity, as to its effect upon domestic trade and the effect of the repeal of the reciprocity clause upon our foreign trade, and whether foreign countries have discriminated against our exports. You are president of the State board of agriculture of New Jersey, and we would be much pleased to hear you.

Mr. DENISE. Mr. Schenck, representing the Monmouth County Board of Agriculture, has prepared a paper, and I would be glad if you would first hear him.

Mr. Schenck read the following paper:

GENTLEMEN OF THE COMMITTEE: We are pleased at the gracious opportunity offered us as a committee appointed by the Monmouth County Board of Agriculture to present to you the resolution unanimously adopted at its recent meeting in Freehold, N. J., and to be heard touching the repeal of the reciprocity treaty with Spain, and its effect upon the exports of American potatoes to Cuba, especially from Monmouth County.

It is first important to understand our capacity as a potato-growing section, and then the effect of closing the potato market in Cuba upon the business interests of our county. We are located in the marl district. Its abundant application as a fertilizer for many years has made a fertile soil, and adapted it especially for the growth of potatoes. Commercial fertilizers are extensively used, furnished by agents conveniently located, or purchased in New York as raw materials, upon the unit basis, by the farmers with an intelligence which would do justice to a scientist, reducing cost or waste, so necessary, where from 5 to 30 tons yearly, costing from \$150 to \$1,140, are used upon each farm. With so large an outlay at planting, it is not only important to increase the yield, but to find paying prices. Our home markets are Philadelphia and New York, and their adjacent cities. At the harvest, with abundant carrying facilities by rail and water, the large shipments in two days, with no outlet, will block every market. Many place on board cars from 40 to 200 barrels daily; 2,222 barrels were loaded at one station in a single day; 76,000 barrels were shipped from Freehold in the short space of three months; at the same time as many as 9 carloads were shipped from other stations daily, and the boats plying between Matawan, Keyport, Redbank, and New York were running loaded to their utmost capacity. Previous to August 28, 1894, such shipments were needed to supply the demand. When that day potatoes dropped 50 cents per barrel an order for 10,000 in Freehold was countermanded. In 1895

there was no outlet, and the market glutted; potatoes dropped to 65 cents per barrel. The present offer at Freehold is 30 cents per barrel. Why the change? A duty has been imposed in Cuba of \$1.20 per barrel upon American potatoes in retaliation for the duty upon its sugar, while English potatoes are admitted free. It is a large tax, and has closed that market to this country. The loss falls principally upon the farmers and citizens of Monmouth County, for the reason that our potatoes ripen and are ready for shipment at the very time when they are most needed in Cuba, and command the highest price.

Farm values have declined from \$200 to \$70—aye, \$60 per acre—with no buyers; merchants with lost trade are waiting for the sale of their goods and collection of bills unpaid; artisans are in need of work, benevolent collections are reduced to a pittance, and women and children asked to support the church. It is a condition of dissatisfaction and unrest, and the people are clamoring for better times. With the potato crop of New Jersey marketed abroad in its season, our neighboring cities—the two best markets on this continent—will be open the remainder of the year for a supply from other States. Shall the market in Cuba be free?

Under adverse legislation we have been driven, first, from our most profitable grain market, now from our best potato market, and we acknowledge, however galling it may be, that we are crippled in purse, and that we stand fleeced like sheep ready for the shambles. Amid this hurricane of wreck, we can not remain unmoved by emotion as if it were the evening zephyr. Before all is lost, we cry, "Save, or we perish!" May the legislator answer, "Peace, be still"? I now present, with the preamble, the resolution:

Whereas a duty of \$1.20 per barrel is imposed in Cuba upon American potatoes, while English potatoes are admitted free, thereby practically closing the Cuban potato market to this country, the loss falling principally upon the farmers and citizens of this county, as the potatoes grown here are ready for shipment when needed in Cuba and command the highest price, allowing 10 per cent exchange—to the growers of 1,000 barrels a loss of \$1,080, of 2,000 barrels \$2,160, and so on, proportionate to the acreage and yield, amounting in the aggregate to nearly \$1,000,000 yearly—

Resolved, That the Monmouth County Board of Agriculture, assembled at the court house in Freehold, N. J., knowing that the embargo imposed by Spain in Cuba upon American potatoes, which is depriving us of our best and only market for the surplus, is in retaliation for the tax upon foreign sugar, which promoted the interest of the sugar trust at the expense of the American agriculturist, we can but characterize as a burning wrong. That we find no just cause, neither can there be any good reason why our citizens should be deprived of a market which is open to England. We therefore most respectfully petition the Congress of the United States to restore the reciprocity treaty with Spain, so equitable to all and unjust to none.

STATEMENT OF MR. D. D. DENISE, PRESIDENT OF THE NEW JERSEY STATE BOARD OF AGRICULTURE.

Mr. CHAIRMAN AND GENTLEMEN: I appeared some years ago—I think in 1890, before the Committee on Ways and Means, when Mr. McKinley was chairman—upon the tariff question, and the committee at that time very kindly took into consideration the claims we presented, and I may say granted everything we asked, so that we went along as farmers quite swimmingly for a number of years; but, as has been stated by my friend, when this duty was imposed upon our potatoes which we shipped to Cuba, of course it came pretty nearly wiping us out of existence, so far as we are financially concerned.

Monmouth County, N. J., ranks among the first agricultural counties of the United States. I think there is but one, and that one in Pennsylvania, which is more important. There may be some in the Western States with which I am not familiar. When I first started in business as a farmer lands cost from \$150 to \$200 an acre, and now they have dropped down until there is almost no bottom in prices. It has gotten to be a life and death struggle as to whether we can live. I think it is an undisputed fact that when the agricultural industry is depressed almost all other industries are depressed, because agriculturists are the producers of wealth. This is the foundation of the whole of our trouble.

Mr. TAWNEY. You say that after 1890 for a few years the farmers of New Jersey got along very well. How much of your product was sold to the surrounding towns and cities of New Jersey as compared with that which you have been able to dispose of since 1894?

Mr. DENISE. I do not know that I would be able to give you the figures, but the proportion would be very small.

Mr. TAWNEY. Has the demand for your products been the same since 1894 as before?

Mr. DENISE. I see no reason why it has not been. I think it has, but we do not know what to do with the product, because we have no outlet for it. Potatoes are selling at 10 cents a bushel, and anybody who knows anything about farming is aware that we can not live and produce potatoes at that price. As my friend has suggested, I remember distinctly that previous to putting the duty on sugar coming from Cuba our potatoes dropped 50 cents a barrel in forty-eight hours. We have had control of the Cuban market from 1890 until 1894 in a great measure, but now it has been turned over to the English market, and of course it has affected our agricultural products terribly. The amount of foreign hay received in New York City since the first of September amounts to one-third of all they receive; so that you can see how it affects us.

The CHARMAN. Where does it come from?

Mr. DENISE. From Canada.

The CHAIRMAN. From where do the potatoes come that take the place of the American potatoes in Cuba?

Mr. DENISE. They mostly come from Canada. Two years ago, in 1894, I visited Canada. I wanted to look up the agricultural industry there, and I went over about the middle of September, or a little later, and I saw that every man was putting up hay. I asked them why it was, and they said that the duty had been taken off hay, so that they could ship it into the United States.

We do not want any more than our just share, but we feel that legislation has been a little bit against us. Certainly it has depressed our business in a great measure, so much so that it would be almost impossible for us to succeed financially. I am speaking of farmers in general.

Mr. TAWNEY. You have mentioned hay and potatoes. You say that the sale of your hay has been very materially affected by the importation of hay from Canada, and the sale of English potatoes in the Cuban market. What other farm products have been similarly affected since 1894?

Mr. DENISE. Well, the duty has been taken off eggs and cabbage. Cabbage has been imported from Germany to the extent that it does not pay now for us to grow cabbage. The German cabbage seems to be superior to ours. Our agricultural interest is diversified outside of the potato interest.

The CHAIRMAN. In the New York market the German cabbage has come in and has driven out the New Jersey cabbage?

Mr. DENISE. Yes, sir; it comes into the New York market free of duty, and we can not compete with those people.

Mr. TAWNEY. Then you did not comprehend my question as to whether the local demand is as great since 1894 as it was prior to that time?

Mr. DENISE. The local demand is not as great, I suppose, for the reason that the laboring people have no work, and can not buy our agricultural products. When a laborer has plenty of work and getting fair wages, he wastes almost as much as he consumes, and upon that ground I think that there is nothing like the quantity of agricultural products consumed now, for the reason that the people have not money enough with which to buy them. I think you gentlemen will see that point quite clearly. Take the city of Trenton, where you will see men standing around the streets by the thousands. They can not buy agricultural products, because they have no money with which to buy them, and they have no work. If the manufacturers are prosperous, it would help us greatly. The Cuban market would help us in our county more than in any other county in the State.

The CHAIRMAN. The other gentleman stated that you had been injured to the amount of a million dollars a year on potatoes.

Mr. SCHENCK. About that.

Mr. McLAURIN. By reason of the duty imposed on potatoes?

Mr. RHONE. Yes, sir; by the closing up of the Cuban market.

The CHAIRMAN. There is a duty of \$1.20 a barrel on our potatoes, which closes the market to us?

Mr. DENISE. Yes, sir.

The CHAIRMAN. Under our reciprocity treaty with Spain our potatoes went in free, and now that we have imposed a duty on sugar, Cuba imposed a duty on our potatoes, and the English potatoes go in free, while ours must pay \$1.20 a barrel, so that it practically excludes the American potato?

Mr. DENISE. Yes, sir. When the season opened I sold potatoes at \$1.25 a barrel. We succeeded in shipping some into Cuba, paying the duty; but it is impossible to grow them at 65 cents a barrel.

Mr. TAWNEY. The tariff imposed by Spain discriminates against the American potato in favor of the English to the extent of \$1.20 a barrel?

Mr. DENISE. Yes, sir; it virtually closes the Cuban market against us.

Mr. McLAURIN. You said something about sugar. They impose a duty on our potatoes because we impose a duty upon their sugar?

Mr. DENISE. Yes, sir; it is retaliation.

The CHAIRMAN. The repeal of the reciprocity clause in the law of 1890, imposing a tariff on sugar, was of course the cause?

Mr. DENISE. I think you gentlemen can readily see that any branch of industry where so much money is locked up and which brings in so little returns for the amount of labor can not stand this.

Mr. TAWNEY. How was the price of land in New Jersey in 1892 and 1893, as compared with the price of land there at the present time?

Mr. DENISE. At the present time it is almost impossible to sell land at any figure. I have in mind a piece of land sold two years ago by the sheriff at \$38 an acre. It almost makes the farmer sick. Of course that was a forced sale.

Mr. TAWNEY. Was there any demand for land in 1892?

Mr. DENISE. It sold then, but not as high as it had been selling. It had depreciated in value, and has been for a number of years; but within the past two years it dropped rapidly.

Mr. McLAURIN. What is the principal crop in New Jersey?

Mr. DENISE. The potato crop is the principal one; but we raise fruit, which is a large industry.

Mr. McLAURIN. How many crops do you raise per year?

Mr. DENISE. We only raise one on the same piece of ground. We fertilize and try to raise pretty large crops. That makes our agricultural industry very expensive—to have to fertilize so heavily.

Mr. McLAURIN. Is there not some difference in the market price of your potatoes and the Southern potatoes?

Mr. DENISE. The Southern potato does not affect our market. Theirs is gone before we go into the market. We come in just ahead of New York State.

Mr. McLAURIN. Is there not some difference in the quality?

Mr. DENISE. The potato which we grow in Monmouth County is the poorest in quality which is grown, and yet it seems to be the one that sells the best. That seems rather strange, but it is the fact. The potato we want to raise is the one that will sell the best. It is a good-looking potato, but the quality is poor. As a farmer, I farm for dollars and cents, and if the market wants a certain kind I try to furnish it.

The CHAIRMAN. I suppose that the condition in Monmouth County, N. J., is an index of the situation in the other counties of the State and of the agricultural interest on the Atlantic Seaboard?

Mr. DENISE. It is the same thing which exists all along the line. We submit facts as to our own county, because we are familiar with them. I have traveled through the State of New Jersey, and it seems to be the complaint everywhere.

Mr. McLAURIN. Do you raise any sweet potatoes?

Mr. DENISE. I do not; but they do raise some in the lower part of the State.

Mr. McLAURIN. Is there any duty on them?

Mr. DENISE. I don't know about that. I am not prepared to say, as I do not grow any of them, and have not studied the question.

The CHAIRMAN. You say the change in the tariff on potatoes, eggs, etc., has materially affected the farmers of New Jersey, and the Atlantic Coast?

Mr. DENISE. Very much.

The CHAIRMAN. Where do those importations come from which come into New York and the other markets on the seaboard?

Mr. DENISE. In a great measure they come from Canada, and cabbage comes principally from Germany. While for a few years the New York market has been affected with potatoes from Scotland and Germany, still, they can not now ship them. Vessels arrive with a few; but they will not trouble us because the price is now so low.

Mr. SCHENCK. Germany sends us eggs, as well as cabbage.

Mr. DENISE. Canada is a very large country. They have a small population and consume few agricultural products in proportion to their crop, which makes a great difference.

The CHAIRMAN. The Canadians are exporters of all kinds of farm products?

Mr. DENISE. Yes, sir; and they do not consume much. They injure us very much. Their agricultural industries are now prosperous, while ours are not.

Mr. TAWNEY. What is your position in the Grange?

Mr. DENISE. I am simply a member of the Grange. I am president of the New Jersey State Board of Agriculture, a farmers' institution, recognized by the government of the State of New Jersey. They have appointed us to come down here and present their claims in person.

Mr. SCHENCK. I hope the committee recognize that we are principally interested in opening the Cuban market. It is a great loss to our

county. The industry of shipping potatoes from New York to Cuba is a great one.

The CHAIRMAN. You have found that the principle of reciprocity is one that works well, especially to your class of farmers?

Mr. SCHENCK. It is very important. We must have the Cuban market. We soon clog the American market without the Cuban market. The Cuban market comes just in time for us. Our potatoes are shipped to Cuba and sold at an immense price. I think they sell from \$5 to \$5.50 per barrel. This is almost imperatively necessary to our existence as an agricultural district. We are at a loss to know what to do now, for the reason that our potatoes are not marketed at the proper time. When the Cuban market was open we had good prices, but now prices are constantly declining.

Mr. TAWNEY. Can you give the committee an approximate idea as to the extent of the local demand for agricultural products in New Jersey, and how much they have dropped within the last few years?

Mr. SCHENCK. No, sir; I can not. I only know that the loss of the Cuban markets affected us so seriously that the price of agricultural products is so low that the market is destroyed, not only for this section, but for all others.

Mr. TAWNEY. The local demand has increased during the last three years for agricultural products?

Mr. SCHENCK. I am not able to state positively as to that. Of course population is increasing.

Mr. TAWNEY. The consumptive power of the people is not so great to-day as it was four years ago?

Mr. SCHENCK. I am not able to answer that.

Mr. TAWNEY. They have not the same means of buying the agricultural products as they had two years ago?

Mr. SCHENCK. Of course not.

The CHAIRMAN. You agree that when the laborers have steady employment they have a greater purchasing power than when they are tramping and seeking employment?

Mr. SCHENCK. Undoubtedly.

Mr. TAWNEY. That was the point; whether local demand had increased?

Mr. SCHENCK. It has not; because the people have not had the money with which to buy.

The CHAIRMAN. These facts will be presented to the full committee.

Mr. SCHENCK. When we presented this matter to the board, it aroused the whole house, and they raised a subscription of \$30 to have this resolution brought here and presented in person; and we are pleased with your kindness in granting this hearing.

**STATEMENT OF THE HON. JOHN D. CLARDY, A REPRESENTATIVE
FROM THE STATE OF KENTUCKY.**

MR. CHAIRMAN AND GENTLEMEN: My object in coming before the committee is not to make any extended speech, but simply to make some statements upon a matter which has never been, so far as I know, presented in Congress before, simply for the reason that no representative has been here, probably, who was sufficiently familiar with the subject to present it, or who thought it of sufficient importance; but for several States it is a matter of very great importance. The subject is the introduction of American tobacco into foreign countries.

England and Germany are really the only countries now which are freely open to the reception of tobacco shipped by dealers in or manufacturers or producers of tobacco in this country. Germany and England are open markets. They allow the tobacco to come in freely, and allow the shipper to sell there. England puts a large tariff on tobacco—76 cents a pound—but still England, notwithstanding this enormous tariff, is the best market we have for a large proportion of tobacco which we raise for export. All the strips that are made—I will explain that the word “strips” simply means the leaf with the stem taken out, and it is known in Kentucky as strips. Probably Kentucky makes nine-tenths of the strips made in the United States; some are made in Virginia, and probably a few in Maryland, but Kentucky and Tennessee largely supply these strips. Now, the other countries—France, Spain, Italy, etc.—buy their tobacco through what is called “régie” contracts.

As that matter, probably, is not generally understood, I will explain that “régie” is a contract made by a Government, “régie” representing the Government, authority being derived from “rex,” a king. These contracts are purely Government monopolies. All these countries which buy through these agents hold the tobacco as a Government monopoly. They make a contract with certain individuals or firms generally located in New York to furnish them so much tobacco, and the three grades of A, B, and C are the grades usually furnished. They furnish A at such a price, and B at such a price, and C at such a price. This is the only outlet for this tobacco. It is made for export, and there is a large surplus which can not be used in this country. It has to seek this particular market because there is no other outlet for it, and the consequence is the men who get these contracts sit right down in New York and of course work for their own interests.

Now, having agreed to furnish this tobacco to these countries at a stipulated price, they fix a price on our product and arrange to buy our tobacco at a price which is now absolutely below the cost of production, as Mr. McMillin there very well knows, as he is acquainted somewhat with the tobacco trade of Tennessee. Now, the object of the amend-

ment which I introduced and which was carried in the House and embodied in the agricultural appropriation bill was simply this, that through negotiations with these countries, through a system known as reciprocity, or whatever name you may call it, to see if possibly these countries can not be induced to allow our tobacco to seek an open market in these countries.

EVERYWHERE A GOVERNMENT MONOPOLY.

The CHAIRMAN. Let me interrupt you there. Do you say there is no open market for tobacco in any of the countries of Europe except Germany and England?

Mr. CLARDY. That is all, except a few minor countries where very little is used.

The CHAIRMAN. And they are purely Government monopolies in all other countries?

Mr. CLARDY. Pure monopolies. I have some statistics which I embodied in my speech when I introduced this resolution in order that you may understand the importance of this matter in these States. You will understand we raise in Kentucky two distinct varieties of tobacco; one the Burley tobacco, which is a domestic product and used for manufacture at home. It is necessary for me to make this explanation because a good many of you gentlemen are not acquainted with this trade and I have been occupied all my life in making, selling, buying, and trading in it, and consequently I feel competent to speak upon the subject.

The Burley tobacco is mostly used at home, and the competition at home for manufacturing purposes makes that tobacco bring much higher prices than the other. It can only be raised in a limited area of country, including the blue-grass sections of Kentucky and a small section in Ohio. It originated in Brown County, Ohio, quite a number of years ago. Then, there is another tobacco, called the dark or shipping tobacco, a heavy tobacco, much stronger in amber, to use a common expression, and this tobacco is only used to a limited extent in this country; the larger portion of it has to seek a market in foreign countries. "Strips" are mostly sent to England, which is an open market. The heavy, dark, richest tobacco we have goes to Germany, which is also an open market, and those are the only two countries that are open. Of course, some is sent to Africa and some of the minor countries, but I mean the principal commercial countries.

I talked with Senators when that amendment was before the Senate, as they did not understand what it meant, and I had to explain what it was before they would permit it to remain in the bill. They did not know what it meant. They did not know tobacco was excluded from those countries and not allowed to be sold in the open market as other farm products are sold. Now, take France, for instance. France buys from Kentucky and other places. I will read you these statistics in order to show what an enormous product this thing is. Here is Kentucky tobacco raised in one year—I stated that it was 1895, but the tobacco was raised in 1894 and the sales made in 1895: At Louisville there were sold 174,885 hogsheads of tobacco; there are 1,400 pounds to each hogshead. The Kentucky tobacco sold at Cincinnati was 30,000 hogsheads; tobacco sold at Hopkinsville, 15,000 hogsheads; at Clarksville, Kentucky tobacco sold, 15,000 hogsheads; at Paducah, 12,000 hogshead; at Mayfield, 5,000 hogsheads. Tobacco bought loose and not resold in any of these markets, 20,000 hogsheads.

Now, this is exclusive of at least 4,000,000 to 6,000,000 pounds of tobacco, probably more than that, of strips made at Owensboro and Henderson and sent to England as Kentucky tobacco, that is not included in this estimate, making 271,000,000 pounds of tobacco raised in Kentucky alone, but you will remember that Kentucky raises just about half the tobacco raised in the United States. I would state that this is a very important matter. If we had an open market in France, for instance, and Italy and Spain, where they use all this tobacco, you will see at once what an enormous advantage it would be to the producers of tobacco. It being a pure monopoly, they fix the number of hogsheads they will take, and of course we have generally more than enough to supply this demand, and the consequence is they can fix the price at anything they choose, for the reason that this tobacco finds a market only in those particular countries.

Mr. McMILLIN. I believe it comes in part, if I remember the investigation I made a good while ago, from the fact that in France and some other countries you mentioned they gain an enormous revenue from that?

Mr. CLARDY. I am coming to that in a moment.

Mr. McMILLIN. And they, having a monopoly of not only the purchase, but the sale, can control the sale?

THE TOBACCO TRADE WITH FRANCE.

Mr. CLARDY. I am coming to that. Take France, for instance; she buys, say, \$10,000,000 worth of tobacco from Kentucky and these other States.

The CHAIRMAN. That is, the Government authorities do?

Mr. CLARDY. Yes, sir. They receive it, and it is sold by Government officials. Nobody is permitted to sell any tobacco in France except Government officials, and it is sold as Government tobacco. Now, listen; they sell this tobacco at from 200 to 800 per cent over what they pay for it. They make a clear profit on that \$8,000,000 or \$10,000,000 worth of tobacco which they buy of from \$65,000,000 to \$70,000,000. Just think of that. They take that from the producers of this country, which ought partly at least to go into the pockets of the people who raise this product; France alone actually makes a revenue of over \$60,000,000 a year upon the tobacco she buys here under these *régie* contracts. Italy also buys a large amount of tobacco.

Mr. McLAURIN. What is the date of your record? I am much interested in that.

Mr. CLARDY. It is the 15th of February. I can give you a copy of my speech printed in one of my home papers, and I would be glad to give one to each of you gentlemen. It is a little fulsome in there [illustrating], but I suppose it did not do me any harm in my district.

Now, France takes annually 10,000 hogsheads. Italy is also one of the largest purchasers, and takes 18,000 hogsheads of this *régie* tobacco. Spain takes 16,000 hogsheads, and Hungary and Austria annually about 6,000 hogsheads. Now, the difference in Austria and Hungary is this: They buy through their consuls, but still it is a monopoly; but in those cases the consuls make the contracts, whereas in the other countries they are made through the *régie* contractors. Now in regard to the advantages this would be to purchasers. Suppose, by offering France and these other countries some favors, some facilities for their own products, we induce them to allow our tobacco an open market. Now, it does seem to me the most important thing for the people of this

country this Congress can do for the farmers of this country is to open as far as may be the markets available to them for their surplus tobacco product. Now, as a farmer—and pretty much everything I have is invested in farming—I do not believe that the farmer can be protected in surplus products like wheat, tobacco, and cotton by even a bounty. I do not believe that is a right way to do it; but I believe the better way is, as far as may be, to open up the avenues of commerce as far as it is possible to do so, and give us free access to those countries.

We do not need any help in making this tobacco if we had a free open place to sell it; but when we are shut off, and these Governments undertake to say, "We will buy only so much of your tobacco, and we will take that tobacco and sell it as a Government monopoly and make a profit on it," at least a part of it ought to go to the producer.

The CHAIRMAN. Do I understand that you, as a producer of tobacco in Kentucky, could not consign a million pounds of tobacco to yourself direct in France and then have the privilege of selling it in the markets of France?

Mr. CLARDY. You can not sell a pound of it. Nobody can sell in France, or any of those countries, except through a Government official. It is all regulated by their revenue system. You can not even raise tobacco in France and sell it unless it goes into the hands of the Government.

Mr. McMILLIN. Not only that, but, if I remember correctly, this further difficulty stands in the way—that that is a privilege that is given in two ways. First, it is sold like our privilege of dealing in spirits by way of license, and in the second place, it was formerly given in lieu of bounties or pensions to maimed soldiers in France.

OTHER GOVERNMENT MONOPOLIES.

Mr. CLARDY. That may be the case in some countries, but I understand France does it only through the Government officials, and it is done as a Government monopoly and the Government officers control the whole thing.

The CHAIRMAN. Tobacco is largely used in Russia?

Mr. CLARDY. They buy it through their consuls—Austria, Hungary, and Russia.

The CHAIRMAN. The monopoly is the same?

Mr. CLARDY. Yes, sir.

The CHAIRMAN. How is it in Turkey?

Mr. CLARDY. They do not use much of our tobacco there. They raise their tobacco, and what little they buy they get through the German market.

The CHAIRMAN. Is there any trade in China and Japan in American tobacco?

Mr. CLARDY. Very little.

The CHAIRMAN. Is there any restriction by those Governments?

Mr. CLARDY. None that I know of. These principal markets, which take a large surplus of our tobacco, are the ones we desire you gentlemen, if possible, to do something to open.

The CHAIRMAN. I understand you to say in selling upon the open market England has a customs duty of 76 cents a pound?

Mr. CLARDY. Yes. I will explain why we take the stems out of the tobacco. You understand the stems constitute a considerable portion of the weight. We pull out the stems so as to only have the absolute weight of the leaf. These strips go to England, and a good many get

out on the Continent through England, and when they go to England they go into a bonded warehouse like our whisky does, but the seller of tobacco here never hears anything about the tariff on it in England. The market is quoted to him at so many pence per pound, and in our dealings with England we never have a bill of lading or anything that makes a recital of the tariff we have to pay. We sell the tobacco in the bonded warehouse, and when a man takes it out for use he pays the duty.

The CHAIRMAN. You ship to England, and put it in a bonded warehouse, and the person who buys it then has to pay the tariff?

Mr. CLARDY. The man who takes it out pays the duty.

The CHAIRMAN. You get that much less, however, for the tobacco?

Mr. CLARDY. That is doubtless partly true. Now, for instance, the average price of these strips which go to England does not exceed probably 7 cents a pound in our currency here; that would be 3½d. in England. You see how much they make. They get 76 cents for every pound that is bought here at 7 cents.

DUTY ON TOBACCO IN ENGLAND.

The CHAIRMAN. That is, a pound of leaf tobacco that would sell in the market here for 7 cents a pound before it can be sold in the English market must pay a duty to the English custom-house officers of 76 cents?

Mr. CLARDY. Yes, sir.

The CHAIRMAN. That is a pretty high duty?

Mr. CLARDY. That is enormous.

Mr. McMILLIN. Allow me to say at this point, I am more familiar with France, but I think an analogous situation prevails elsewhere. They put an internal tax on it, and in France if a man wants to raise tobacco they gauge his patch under governmental supervision; they count the plants and charge up so many plants as capable of producing such a weight of tobacco, and then he pays a tax on the capacity of his patch just like we pay a tax here on the capacity of a distillery, and it is an internal tax and they derive a great revenue from this source, and that is the way it is obtained.

Mr. CLARDY. But no matter whether it is raised in France, you can not ship in there except through the contractors and they ship to the Government; it is sent under contract to the Government, and it is all controlled and sold by the Government. These are the conditions and troubles we are in in regard to tobacco. Now, as to the effect it would have upon the producer, if we had an open market, suppose you gentlemen, by act of Congress, or act of committee, or act of the Agricultural Department, give those countries some advantage. Of course we have got to do this in a friendly way. France has the right to raise revenues like every other country, but if we make it to her interest to let our products into a free market in that country, do you not see what effect it will have upon the market here. I suppose we can sell twice as much tobacco, probably two or three or four times as much, and they can buy it at a fourth of what they pay now, and we get doubly what we are paid now by having an open market and selling directly as we allow them to sell their goods here. Now, why should this country continue to rest under this sort of arrangement with other countries permitting their goods to come here, they paying a tariff, that may be all right, but we let their goods sell upon the open market and yet they will not permit us to sell a single pound of tobacco in their country

except by entering into a Government contract, which is an absolute, unadulterated monopoly.

Mr. McLAURIN. Now, if this is such a source of revenue to France, would she be likely to let this source of revenue go?

Mr. CLARDY. Let her put a tax on it. England has put an enormous tax on it and still is the greatest outlet our tobacco has, as my friend (Mr. Evans) from Kentucky knows very well. We have made as much as 17,000,000 pounds in my own county, and you see what a big thing it is to our people.

Now, gentlemen, I shall be glad to answer any questions you may desire to ask about this matter. You see the real gist of the matter? The object is to get this market open, and if we can offer them some sort of an arrangement or inducement that will satisfy them it is better for them to let our tobacco in the open market, I think you will have done a greater good to the agricultural people who raise tobacco than ever has been done in all the legislation that has been enacted in this Congress for the past twenty years.

The CHAIRMAN. What States are interested in this?

Mr. CLARDY. Well, largely Kentucky more than any other State, but also Tennessee, Maryland, and Virginia. I believe those are the only States. It would incidentally benefit the whole tobacco trade by enlarging the demand.

The CHAIRMAN. What about Wisconsin?

Mr. CLARDY. Wisconsin does not raise the kind of tobacco they want. They raise cigar tobacco.

The CHAIRMAN. This is chewing and smoking tobacco?

Mr. CLARDY. This is known in the trade as shipping-leaf tobacco, which is a heavy, tough, black tobacco; and that is what they want so much in those countries where they manufacture it, in Germany, and some in France. They have a lighter description of tobacco raised in Turkey and some in Germany and France, but they have got to have this strong black tobacco of ours to mix with it, to give it body and strength, to make it strong.

The CHAIRMAN. You have given us a very interesting statement, Doctor.

Mr. CLARDY. Now, if there is anything else you wish to know I will be glad to give it to you. You know I might talk on this for any length of time, but I do not desire to bore you gentlemen or detain the committee.

The CHAIRMAN. Do you think of anything further?

Mr. CLARDY. I am anxious to get something done for the improvement of our people, if possible, in this direction. It will raise the price of tobacco in the open market and would raise the price at home. If it could be that a dealer in tobacco could ship and sell in the open market it would almost double the price of tobacco at once in our country. I hope you gentlemen will be kind enough, if you can do anything in that direction, that you will do so. I am very much obliged to you for your kindness in allowing me to make this presentation.

The CHAIRMAN. It has been very pleasant to hear you.

APPENDIX J.

REPLIES TO THE INQUIRIES OF THE COMMITTEE ON WAYS
AND MEANS FROM THE MANUFACTURERS AND
MERCHANTS OF THE UNITED STATES.

MANUFACTURERS.

CIRCULAR OF INQUIRY TO MANUFACTURERS.

COMMITTEE ON WAYS AND MEANS,
HOUSE OF REPRESENTATIVES,
Washington, D. C., March 4, 1896.

SIR: In order that they may give more intelligent consideration to pending and proposed legislation, the subcommittee of the Committee on Ways and Means of the House of Representatives in charge of bills relating to reciprocity arrangements and commercial treaties would be greatly obliged if you would forward them, at your earliest convenience, your views and suggestions, and such information as you are able to furnish upon the following points, namely:

1. Give full name and address of firm or company.
2. Lines of manufacture.
3. Amount of capital, number of persons employed, and value of annual product.
4. Do you find your market at home or abroad, and, if both, in what proportion?
5. Do you sell direct to foreign dealers or through commission houses?
6. Have you made any direct effort to extend your foreign trade; and if so, by what means, with what success, and in what countries?
7. Are you aware of any discriminations or obstacles in the laws or customs regulations of any foreign country that restrict or prevent the extension of your trade; and if so, can you suggest any means by which they may be removed?
8. What changes have recently occurred in the tariffs of foreign countries so far as they relate to your lines of manufacture?
9. How far would the removal or reduction of the customs duties imposed by foreign nations upon the merchandise in which you deal aid in the extension of your export trade?
10. What is the output of your establishment compared with that of six years ago?
11. How does the present cost of production compare with that of six years ago; including wages, the cost of raw material, and transportation rates by sea and land?
12. How do present selling prices compare with those of six years ago?
13. What competition do you meet with from foreign manufacturers, and in what markets?
14. What advantages do your foreign competitors have over you in the cost of manufacture and in transportation charges to foreign markets?
15. To what extent can you compete with foreign manufacturers in quality and prices?
16. Has the total product of the United States in your line of manufacture increased or decreased during the last six years?

17. What proportion of the total present and possible output in your lines of manufacture in the United States can be absorbed by the domestic market; and what would be your estimate of the natural surplus for export if all manufacturers in your lines were producing to their full capacity? (The purpose of this inquiry is to secure as accurate an estimate as possible of the necessity for new foreign markets to the manufacturers of the United States.)

18. Was the general effect of the reciprocity treaties made in 1890 favorable or unfavorable to the export trade of the United States, and what was the effect of their repeal?

19. What was the effect upon farm products particularly?

(If your replies to inquiries 17 and 18 are based upon actual experience, please give details as fully as possible.)

20. Do you favor the application of the reciprocity principle to future tariff legislation, and the enactment of a general law authorizing the President to negotiate reciprocity treaties with both European and American nations, so far as possible?

These inquiries have been forwarded to several hundred persons, firms, and corporations who are engaged in the manufacture of various lines of merchandise that enter into the export trade, and the replies are intended for publication with a report which the Committee on Ways and Means will make to the House of Representatives; but, if so desired, any information received will be regarded as confidential. All values should be expressed in United States gold, and all quantities in our weights and measures.

Any suggestions or information of value bearing on these subjects that is not called for by the above inquiries will be appreciated.

I am, sir, your obedient servant,

A. J. HOPKINS, *Chairman.*

REPLIES—GENERAL.

National Association of Manufacturers of the United States of America.

PHILADELPHIA, PA., *March 19, 1896.*

DEAR SIR: Speaking for the widely diversified interests represented by the National Association of Manufacturers, I desire to present briefly a few arguments bearing upon the advantages of reciprocity as a general principle in international trade. My view of this matter is taken from a purely business standpoint, without regard to any political considerations, for there is probably no feature of our tariff system, past or present, that has come so near as reciprocity to being a purely business matter. To this fact may be attributed the enthusiastic support which the principles of reciprocity have received from men of widely differing political views.

The treaties of commercial reciprocity which were negotiated under the act of 1890 were based upon the very simple principle of demanding something in return for that which we had to give. We had a market in this country for certain commodities which were produced in the West Indies, in Central America, and in South America, but we were not dependent solely upon those sources of supply. On the other hand, those countries had need of many products of our agriculture and industry, but we could claim no monopoly of the supply of these articles. The treaties of commercial reciprocity which were negotiated under the

customs law of 1890 simply secured the admission of our products to the southern countries more freely, without making any sacrifice of our own home markets. This was accomplished, not by making further concessions to those countries, but by demanding from them the granting of privileges in return for the advantages which they had long enjoyed in our own markets.

It requires but a glance at the conditions under which the treaties of commercial reciprocity were negotiated to reveal how much was gained by this country and how little was given in return. By permitting the continuance upon the free list of three commodities upon which duties had not been imposed for many years, and by conditionally placing two additional items upon our free list, concessions were obtained from a dozen foreign countries which either wholly removed or largely reduced the duties imposed by those nations on over 2,000 articles of American production or manufacture. Tea, coffee, and hides were already on the free list—had been there since 1873—and the duty was removed from sugar and molasses by the act of 1890. The very simple provisions of the reciprocity clause of this act authorized the imposition of duties upon all of these commodities when imported from countries to which American goods could not enter as freely as the goods of other nations. It was not by the extension of the free list of our customs law that favors were obtained from other nations; it was by the threat of the imposition of duties upon the products of countries which discriminated against us that American merchants were secured equal rights with their competitors in foreign markets.

This was at once an act of justice and a good stroke of business. We were buying annually from Brazil from \$50,000,000 to \$60,000,000 worth of merchandise, the larger part of which was coffee, upon which no duty had been charged since 1873, although Brazil imposed onerous customs dues upon the principal articles of export from the United States, with the result that the shipment of American goods to Brazil amounted in 1890 to only \$11,972,214, or less than one-fifth of the value of our imports from Brazil. The demand that Brazil should reduce the duties on American products, under penalty of the imposition of a duty of 3 cents per pound on coffee, was fully justified upon business grounds if by no other reason. The effect of the more favorable conditions which followed the negotiation of a reciprocal treaty were a still greater justification of the demand that had been made, for there was an immediate increase in the trade between the United States and Brazil.

The new treaty with Brazil, which went into operation on April 1, 1891, placed wheat, corn, flour, cotton-seed oil, coal, machinery, tools, railway materials, and many other articles upon the Brazilian free list, while a reduction of 25 per cent was made in the duties imposed upon lard, bacon, hams, canned goods, leather goods, lumber and manufactures of wood, and several other articles. The effect upon our trade with that country was felt at once. The following statement shows our exports of flour to Brazil during six fiscal years—two years prior to the negotiation of the reciprocal treaty, three years during the operation of that treaty, and one year after its repeal:

Years.	Barrels.	Values.
1890.....	687, 342	\$3, 304, 990
1891.....	722, 369	3, 838, 919
1892.....	918, 547	4, 972, 539
1893.....	837, 039	3, 647, 251
1894.....	920, 869	3, 538, 871
1895.....	775, 425	2, 683, 948

It is in our dealings with Cuba, however, that the benefits of reciprocity have been most strikingly shown. Sugar, which formed the largest item in our imports from Cuba, was placed upon the free list by the tariff act of 1890, but its free entry was made conditional upon the reasonable treatment of American products in those countries from which sugar was imported into the United States. There was reserved the privilege of imposing duties at about one-half the former rates upon sugar and molasses when imported from countries which discriminated against the United States in their customs laws. Under normal trade conditions Cuba would have looked to the United States for her supply of breadstuffs, provisions, and in fact everything needed that could not be produced at home; but in order to control the trade of her West India colonies Spain imposed a duty of nearly \$5.50 per barrel upon American flour, or considerably more than the flour was worth at the port of shipment in this country. Under the reciprocity treaty which Secretary Blaine negotiated with Spain and which went into effect on September 1, 1891, the duty on flour was reduced to \$1 per 220 pounds; large reductions were made in the duties on other breadstuffs, the duties on fifteen leading commodities were reduced one-half, and about forty items were added to the free list.

The more favorable conditions created by this treaty gave an immediate impetus to our trade with Cuba, the extent of which is strikingly shown by the following statement of our exports to and imports from Cuba during the five fiscal years given below:

Years.	Exports.	Imports.
1890.....	\$13, 084, 415	\$53, 801, 591
1891.....	12, 224, 888	61, 714, 395
1892.....	17, 953, 570	77, 931, 671
1893.....	24, 157, 698	78, 706, 506
1894.....	20, 125, 321	75, 678, 261

During the ten years preceding the tariff act of 1890 our exports to Cuba remained practically stationary; in fact, there was a decline of about \$1,000,000 in that period, while our imports from Cuba during the same ten years decreased over \$10,000,000. But under three years of reciprocity our trade with Cuba reached the highest point ever touched, showing an increase of \$8,000,000 in exports and \$14,000,000 in imports.

To take a single item from our trade with Cuba, flour, shows how sharply the influence of the reciprocity treaty was felt. The exports of flour from the United States to Cuba, which amounted to 114,447 barrels in the fiscal year ended June 30, 1891, increased to 366,175 barrels in 1892—the first year during which the reciprocity treaty was in operation—to 616,406 barrels in 1893, and 662,248 barrels in 1894, the last year of the treaty of reciprocity with Spain. Upon the passage of the customs law of 1894, which compelled the abrogation of this treaty, Spain immediately retaliated by increasing the duty on flour from \$1 to \$4.75 per 220 pounds, with the result that the exports of American flour to Cuba fell to 379,856 barrels in the fiscal year ended June 30, 1895. So great was the outcry of the Cubans against the enormous duty on American flour that the Spanish Government was forced to reduce the rate from \$4.75 to \$4 per 220 pounds, still four times the duty charged under the reciprocity treaty.

I wish to give particular emphasis to the importance of our relations

with Cuba under the reciprocity treaty, because that island is our nearest and best customer to the southward. Not only has the abrogation of the reciprocity treaty caused great direct loss to this country, but it has imposed great hardship upon the people of Cuba. With the advantages enjoyed under reciprocity the United States was assured the practical control of the Cuban trade, and the conditions were equally satisfactory to the people of Cuba and this country. When Senator Washburn, of Minnesota, went down to Havana for a week in the early part of 1894 he found abundant evidence of the satisfactory workings of the treaty then in force. Speaking about what he saw, Senator Washburn said:

In conversation with American merchants and others doing business in Cuba, I learned that the effects of the commercial relations created by this arrangement had been really remarkable, and were increasing in importance and magnitude day by day. The Americans doing business there are more than satisfied with the results. The Cubans are satisfied, and everyone is satisfied excepting Spain itself and the representatives of Germany, France, and other continental countries, who see the trade of the island gradually slipping away from them and finding themselves supplanted by the products of the American farmer and the wares of the American workshop.

For another view of the commercial relations between Cuba and the United States, let me present these few lines from a memorial presented to the Spanish Parliament by the sugar manufacturers and planters in Cuba on September 30, 1894, one month after the Wilson bill had become a law:

Upon the derogation of the reciprocity treaty with the United States, the monstrous tariff of the year 1892 was unmercifully renewed and applied to the imports from all foreign countries, one of the first effects having been to increase the price of provisions imported from the United States, thereby raising the expense of living on this people, besides increasing the cost, almost to the point of prohibition, of the importation of machinery and other products of foreign countries essential to the preservation and development of its industries, the effects of which are shown in the increased cost of production and in abandonment of necessary repairs.

It is not necessary to rehearse the conditions under which reciprocity treaties were negotiated with other countries, nor need I show what they accomplished or how their abrogation has injured our foreign trade. I desire to point out only a few specific reasons for such legislative enactments as will permit the restoration of treaties of commercial reciprocity with those nations with which they were established under the act of 1890, and the negotiation of similar treaties with other countries with which more freedom in our trade relations is desirable.

(1) To business men who have given the subject careful consideration reciprocity commends itself as a sound and judicious business principle.

(2) As applied under the act of 1890, reciprocity was a thoroughly American principle, inasmuch as it provided for the protection of our commercial interests, not only at home but abroad.

(3) As a principle that has been earnestly advocated by both Republicans and Democrats, reciprocity ought to be considered upon a strictly nonpartisan, nonpolitical basis.

(4) The practical application of reciprocity under the provisions of the act of 1890 demonstrated beyond question the ability of such treaties to extend and enlarge our foreign trade under exceedingly favorable conditions.

(5) Apart from those results which can be measured in money values, the reciprocity treaties rendered valuable service in effecting more cordial relations between the United States and other nations.

(6) From a protectionist standpoint, reciprocity is not open to objections, as it involves no sacrifice of the principles of protection. The

treaties which were negotiated under the act of 1890 added nothing to the free list that had not already been placed there by the law itself.

(7) Those who advocate free trade ought not to object to reciprocal commercial treaties, as their whole effect is to lessen the restrictions upon international trade.

(8) Treaties of commercial reciprocity with other nations, particularly the Latin-American countries, are necessary as a matter of self-protection, for treaties of this character are being or have been negotiated between European Governments and nations to the south of us to the detriment of our commercial interests abroad.

In behalf of the enormous industrial interests represented by this association, I desire to urge with all possible emphasis the necessity for such treaty relations with foreign nations as shall insure the utmost possible favor to American products in the markets of the world.

Very respectfully yours,

THEODORE C. SEARCH,

President National Association of Manufacturers.

Hon. A. J. HOPKINS,

Chairman Subcommittee on Reciprocity and Commercial Treaties.

Louisville and Nashville Railroad Company, St. Louis, Mo.

Our records show that, from the establishment of our line of steamers, December, 1893, from Pensacola, Fla., to Havana, Cuba, until the withdrawal of the reciprocity relations with Cuba, August, 1894, we handled from St. Louis as follows:

	Tons.
Flour (177,334 sacks).....	17, 733
Corn (218,787 sacks).....	24, 066
Oats (12,498 sacks).....	1, 000
Bran (7,231 sacks).....	578
Hay (14,909 bales).....	800

Total (twenty months)..... 44, 177

Since that time to date we have handled:

	Tons.
Flour (43,761 sacks).....	4, 376
Bran (4,894 sacks).....	391
Corn (4,828 sacks).....	531
Hay (9,344 bales).....	234

Total (nineteen months)..... 5, 532

The shipments of flour since the Pensacola route was opened have been made by Plant Milling Company, Kauffman Milling Company, J. F. Imbs & Co., Kehlor Bros., St. Louis Victoria Milling Company, Camp Spring Milling Company, and E. O. Stanard Milling Company.

The grain and bran shipments by Block, Dean & Co. and Connor Bros. & Co.

The hay shipments by G. W. Smith & Co.

The shipments of other articles have not been very heavy, consisting of coffins from St. Louis Coffin Company, barber chairs from the Koken Barber Supply Company, iron pipe and castings from L. M. Rumsey Manufacturing Company, office desks from the Western Furniture Company, stoves from the Excelsior Manufacturing Company. At times there has been a movement of mules from this market to Havana via the Cairo Short Line to New Orleans and Morgan Line, routing of which being controlled by New Orleans parties.

Palmer, Smith & Co., Newark, N. J.

In answer to your inquiry I would say that the effect of the reciprocity treaties negotiated by the last Administration upon our trade was favorable beyond question, and that their repeal was most disastrous. We are decidedly in favor of the application of the reciprocity principle to all future tariff legislation by Congress, and my opinion, based upon contact with merchants in other countries, is that our export trade would be vastly increased thereby.

I am in favor of a gold standard; of building up our merchant marine with free ships; of abrogating the duty on all raw material, and of taking the tariff question out of politics, and placing it in the hands of a standing commission.

Cone Export and Commission Company, New York.

Referring to the enormous losses which the trade of the United States has suffered by the abrogation of the reciprocity treaty with Brazil and other countries, I wish to give you one illustration, for the truth of which I can vouch, and that is that this company exported to Brazil in 1894 about \$200,000 worth of cotton goods, and during 1895 (since the treaty was abrogated) we have only shipped \$35,000 worth. Had the treaty remained in force I am sure that we would have shipped at least \$400,000 worth of goods in 1895, because our goods were only introduced into Brazil in 1894 and the demand would have increased as they became better known to the consumers. I authorize you to make whatever use of this letter that you may think beneficial.

Chicago and Alton Railroad Company.

To the first question we should state that we think the reciprocity arrangements under the tariff act of 1890 were favorable to this country. It seems to me, however, that it would not be advisable to enact a general law without limiting it to a certain extent. It would seem that a great deal could be accomplished by diplomatic negotiations in extending the export trade of the United States, if the representatives of this Government abroad would interest themselves in the matter.

Central and South American Telegraph Company, New York.

I observe in the daily press that your committee desires practical information concerning the obstacles in the tariff or customs regulations of foreign countries tending to retard the extension of our export trade.

Although the subject I address you on is not strictly within the scope of the reciprocity treaties referred to, it is within the most-favored-nation clause under other treaties, and pertains to a subject affecting most seriously American commerce.

I write you respecting foreign cable monopolies, particularly those of English and French cable companies. The records of the State Depart-

ment from the time of William H. Seward down to the present will show that the policy of the United States Government has been to require reciprocal landing rights; that is to say, any foreign company holding an exclusive right in a foreign country is prohibited landing its cable on the coast of the United States until such foreign country extends a like privilege to an American company.

In the year 1890 the Brazilian Government granted to a French cable company the exclusive right for landing a cable on the north coast of Brazil for sixty years. This cable was to be laid to the United States coast via the West India Islands. The French company has for years endeavored to obtain landing rights, direct and indirect, from State and the National Government. Recently that company without authority has landed a cable off Coney Island with the intention of extending it to the West Indies in order to connect with its cable holding exclusive rights in Venezuela and Brazil. In this connection I call your attention to Ex. Doc. No. 51, Forty-eighth Congress, second session, January 27, 1885, entitled "Message from the President of the United States, transmitting, in response to Senate resolution of May 2, 1884, a report of the Secretary of State in relation to the landing of foreign cables on the shores of the United States."

Also to Ex. Doc. No. 122, Forty-ninth Congress, "Message from the President of the United States, transmitting report of the Secretary of State relative to the relations of certain telegraph and cable companies."

This, the Central and South American Telegraph Company (an American company), of which I am president, has for years been endeavoring to obtain from Brazil a landing right in order that it might extend its lines beyond its present terminus, Buenos Ayres, Argentina, to Rio de Janeiro, Brazil, but owing to the exclusive rights held by the Western and Brazilian Telegraph Company, an English corporation operating the cables on the coast of Brazil, our efforts have been frustrated. One of the results of these monopolies is that the Western and Brazilian Telegraph Company referred to makes a discriminating charge against United States messages in the following manner: The local rate between Buenos Ayres, Argentina, and, say, Rio de Janeiro, Brazil, is 40 cents a word; that is the rate charged on all messages between Peru, Chile, Argentina, and Brazil, while on American messages the rate is 94 cents a word, the 54 cents discrimination being enforced so as to oblige all United States messages to be routed from New York to Brazil via London, Lisbon, and Pernambuco.

Telegraphy is held to be commerce, and as these exclusive rights of foreign cable companies most seriously injure American commerce, it would seem advisable that the policy heretofore pursued by our Government, declining to grant landing rights to foreign companies holding exclusive rights from foreign countries, be affirmed and recognized as the permanent policy of the United States Government.

Furthermore, that the efforts of our Government should be actively directed to obtain for American telegraph and cable companies equality of landing rights.

Kingsland & Douglas Manufacturing Company, St. Louis, Mo.

First. Reciprocity is an essential feature to the successful control of foreign trade.

Second. The effect of the repeal by the tariff act of 1894 has been exceedingly detrimental to our business by curtailing our sales, and has

discouraged us in our efforts to pursue the advantages we had under the reciprocity act.

Third. I think it decidedly advisable to apply the reciprocity principle to future tariff legislation, and to enact a general law authorizing the President to negotiate reciprocity treaties with foreign nations.

Fourth. By diplomatic negotiations, there is not the slightest doubt but that all the Latin-American States can be induced to seek the market of the United States for their wants instead of, as is now largely the case, going to Europe.

From personal observation, I know the Republics south of us are anxious, willing, and waiting for us to reach out the commercial hand of welcome inviting their trade. As has been expressed to me by a great many parties living in our sister Republics, Europe has dominated them to such an extent that it has become burdensome, and an earnest effort on the part of the United States to capture the trade there can not but result successfully.

I say all this based on the experience of fifteen years intercourse with Latin-America, and I further say it as a Democrat. But reciprocity is not a political question. It is emphatically a commercial one, and should be so treated by both parties.

I sincerely hope you will be able to establish reciprocity on a basis that no administration, of whatever political belief, can shake or affect in any way.

Henry T. Oxnard, Grand Island, Nebr.

I beg to call your attention to one point, and that is that in dealing with sugar-producing countries in the McKinley bill sugar was on the free list, and the duty on sugar was restored to those countries not accepting reciprocity. To-day we have a duty of 40 per cent on sugar—about 1 cent. Now, in reciprocity arrangements (unless you give us a bounty) the sugar duty should be increased to those countries refusing our terms. For instance, if you were to let in sugar free from Cuba in order to get them to admit our flour, you would kill the American sugar industry in order to help the American flour mills. If the duty on sugar was doubled on Cuba or Germany they would make any concessions not to have their sugar discriminated against, and the beet-sugar industry at home would not be injured. I shall be in Washington to see you on this subject next month.

Farley, Harvey & Co., Boston.

We are not manufacturers, and only to a limited extent exporters, and the questions, in the main, are not pertinent to our business. On general principles we answer No. 20 "Yes."

T. J. Wrampelmeier, San Francisco.

As I am not at present actively engaged in the export trade, my answers to the questions would be of no use. I will take the liberty to say, however, in answer to question 13, that I favor the application of the reciprocity principal as outlined.

Perkins, Goodwin & Co., New York.

We are exporters of news and book paper, and of paper-makers' materials, and without going into specific answers to your general questions, we have the honor to say that we are very much in favor of commercial reciprocity and all treaties looking toward that end, as we believe them to be very much for the benefit of the commercial and maritime interests of this country.

C. Morton Stewart & Co., Baltimore.

In the natural affinities of commerce there is no more conspicuous evidence of the *raison d'être* for reciprocal intercommunion than between the great Republic of Brazil and the Republic of the United States of North America.

The Brazilians need everything we produce; their aspect is one of continuous production of what we need, while close bonds of commercial union would increase their consumption of everything we produce. Their territory covers an area of 3,600,000 square miles, ours about 300,000 less; their western territory is undeveloped. Our population is about 65,000,000; theirs about 16,000,000. Every man, woman, and child in this country consumes with geometrical accuracy 1 barrel of flour per annum; in the Brazils about one-sixteenth of the same quantity. The law of progress on this article proves that a constant increase of consumption, on even conditions, can be counted on. In slavery times the planters kept swine for food supply for their hands; as labor has become nomadic, and procures its own subsistence, the United States look to a permanent outlet in the increasing consumption in the South American Republic for provisions.

There is every reason to look forward to great mechanical development in railways and concomitant enterprises, and the people of the United States are peculiarly apt in the spirit of invention and combination. It will require time before America can expect to introduce her manufactures in this new territory, owing to the fact that the British credits are of such long term that some of their houses have a permanent credit outstanding of \$1,000,000 to \$1,250,000 always on that country. As long as the importers of the United States use English credits to supply the immense balance of trade against this country it is not to be presumed that they can make the necessary outlay to send their manufactures to Brazil on the extended term of credit which is the custom now between Great Britain and Brazil. In a measure the same state of affairs exists as to the Continental capitalists, who provide facilities for the credit system now general with their trade in South America.

The trade from Brazil to this country amounts to \$100,000,000; our export trade amounts to about \$10,000,000. The method of collection of revenue is by imposition of an export duty.

It then appears that the amount of the food supply which we send to Brazil is not much greater than the export duty on goods sent to America. It would thus appear that there would always be a reasonable method of the lenient exercise of the *lex talionis* to enforce a commercial compact which would place the American producer in direct touch with the Brazilian consumer.

EXTRACT FROM LETTER WRITTEN IN RIO DE JANEIRO, BRAZIL, JANUARY 10, 1896, BY
MESSRS. LEVERING & CO. TO MESSRS. E. LEVERING & CO., BALTIMORE, MD.

* * * * *

Flour.—We were startled a few days ago to receive reliable information that the Government railroads have discriminated largely in their freight rates in favor of flour ground here, the latter paying less than one-third of what is collected on American flour. This is certainly one of the grossest injustices ever brought to our notice, and if continued will result in the utter annihilation of the American flour trade in this country. The increase in the duty from 24 reis per kilo to 32 reis per kilo, coupled with the entirely free entry of wheat—the former expedient tax of 10 per cent on the latter having been abolished in the new tariff—is in itself a disadvantage which it seems almost impossible to overcome; therefore, under the existing conditions, we consider that we can no longer compete with the native mills. We therefore tried to explain this to you by cable on the 7th instant, recommending to you to discontinue the shipping, as in our judgment nothing but loss can be the result. This matter is a very serious blow to us, and no doubt to the Baltimore trade in general, but we have not given up hopes yet to obtain a reconsideration from the Government, particularly in the matter of differential freight rates, if not in the duty question also, and have addressed Mr. Thompson, our minister, on the subject.

State Board of Agriculture of New Jersey.

FREEHOLD, *March 23, 1896.*

MY DEAR SIR: The committee representing the farmers of New Jersey which appeared before your Committee on Ways and Means, relative to reciprocity with Cuba, appreciate your willingness to hear them, and courtesy extended. Up to the time of the abrogation of the Cuban reciprocity treaty Mr. Schanch was a strong Democrat. Since that time he has been a strong Republican. I believe the abolishing the reciprocity is what placed New Jersey in the Republican ranks. I sincerely hope the reciprocity may be renewed.

Yours, very truly,

D. D. DENISE.

Mr. A. J. HOPKINS, M. C.,
Washington, D. C.

Nicholson File Company, Providence, R. I.

Reciprocity was a thing of such short life, after its birth in 1890, that the nation had no chance to test its merits, and one can not do much more than express an opinion in speaking of it, as there was hardly time to learn much about facts and figures, and it is these tests that have got to be applied to ascertain the value of any such policy.

Our own opinion is, that there are a number of countries with which reciprocity of trade would be an advantage to us, and that a law which would permit such reciprocity should be upon the national statutes.

We are sadly deficient in means of transportation and in banking facilities with just those countries where reciprocal trade is desirable, and the English, French, and Germans have so much the start of us in most of them that, with all the advantages possible, considerable time and money will have to be invested to make even reciprocity a success. But these things will right themselves if there is any show for a fair profit on the venture.

The Goulds Manufacturing Company, Seneca Falls, N. Y.

We are very much pleased to know that the House is taking up this question of reciprocity and commercial treaties, which we hope can be brought about so that we shall have the same arrangement as was in vogue during the Harrison Administration.

You will note from our letter head the full address of our firm and the goods we manufacture. We have a market for our pumps both at home and abroad; we cultivate the latter very largely. Our business is done both direct and through commission houses, but to a very large extent through the latter. We had an agent traveling in Europe for seven years, but of late have withdrawn him from so doing because of the unprofitableness and the competition which we met from foreign manufacturers.¹ In France we were debarred entirely from transacting business. We opened an agency there several years since, but the tariff is so very high that it is impossible for our agent to compete with the local manufacturers, and consequently he has a very large stock on hand which he has been unable to sell.

We are most decidedly in favor of a renewal of the customs arrangement and commercial treaties that were in vogue under the Harrison Administration, and we hope they can be put in force again.

The constant tendency of our manufactured goods is to decline in price. Competition is very strong in this country, and everybody wants to get in the foreign trade, and to accomplish this they reduce their prices. We have no trouble whatever in competing with the English manufacturers. Our strongest competitors are with the Germans and with the French in their own local markets. We export no goods whatever to Germany nor to France. Our foreign business, we think, has decreased during the past six years, and particularly in those countries with whom we had reciprocity arrangements.

The replies that we have made to your circular, you will notice, are of a general character and do not give you the tabulated statement that in many instances you request, and I regret it is impossible for us to favor you with same. We have in our employ about 400 hands.

In our judgment, we know of nothing that had a tendency to stimulate business in this country like the commercial treaties arranged by Mr. Blaine. What it seems to me we want in the United States is to cultivate business with our southern neighbors—that is, Mexico, Central and South America; and whatever is necessary to be done to accomplish this our Government will certainly be farsighted in pursuing in order to do everything in their power to bring to us the business from these countries. We are certainly entitled to this, and whatever is necessary by which to accomplish it is only a liberal and patriotic course.

Norton Bros., Chicago.

We are decidedly in favor of the application of the reciprocity principle to future tariff legislation.

James A. Ware, Whitecastle, Louisiana.

2. A sugar planter by occupation, running therewith a strictly plantation store, dealing in American goods only.

¹The most important competition that we have is from the German manufacturers.

3, 4. Do not deal in foreign goods.

5, 6, 7. The McKinley tariff act of 1890, removing the duties on raw sugars and giving a bounty to American producers, reduced the price of our product practically to the same extent as the duties removed. The reciprocity treaties provided for in that act and carried out by the President were unquestionably of great benefit to the producers in this country of such important articles as corn, wheat, flour, and meats.

8. My production of sugar is about 25 per cent greater than six years ago, and the reduction in price is about 33 per cent.

9. Sugar worth $5\frac{3}{4}$ to $5\frac{1}{2}$ cents in 1890 is worth 4 cents to-day.

10. The German export bounty on sugar is very detrimental to the interest of producers in America.

12. As stated above, the effect of the reciprocity treaties of 1890 were favorable to the exporters and producers of some of the largest overproduced articles of the American farms.

13. In my humble opinion, the treaties as provided for in the act of 1890 were exceedingly wise.

Protection to the American industries by way of judicious tariff laws is protection to American labor. Diversified crops and diversified manufacturing gives activity to capital and opens up new fields for the laboring man. A general discussion or a full expression of my views upon the tariff question would probably exceed my privilege at this time.

Louis Contencin & Son, New York.

MARCH 23, 1896.

Some thirteen or fifteen years ago the Secretary of the Treasury requested merchants to express their views on the tariff, which views were printed in book form prior to the act of 1883. Our senior, then a member of the firm of Messrs. Frederick S. Robinson & Co., recommended "reciprocity."

When the McKinley bill was before the Finance Committee, we recommended again reciprocity in a communication to ex-Senator the Honorable Frank Hiscock, of said committee.

No better example can be cited as to the benefit of reciprocity than the serious losses sustained by both France and Italy by the rupture of the commercial treaty between the said two countries. To Italy it proved to be almost a national disaster, and which is a matter of history.

What we claim, however, is that, when revisions of tariff are made and duties are reduced, those nations benefited thereby should reciprocate, there being no sense in giving millions away without any return. Our motto should be, "Give and take."

Our senior, although not a diplomat, succeeded in having the Italian Government voluntarily revoke the decree against our pork, which so much helped the past Administration in the negotiations with other nations that it was so acknowledged in an editorial in the New York Tribune. Italy was fairly treated in the McKinley bill, and thus showed her appreciation. We mention said fact as a proof that foreign Governments will listen to reason and are willing to reciprocate.

If amateur diplomacy met with success, real diplomacy will work wonders, with the additional advantage that more cordial and friendly relations will be established between our people and the people of other nations, and between our Government and other governments.

We respectfully beg to suggest the adoption of Senator Pettigrew's permanent commission on tariff, with the additional power to said commission to take preliminary steps with foreign governments towards establishing commercial treaties. The keynote should be, reasonable protection to our products and our industries toward those nations willing to exchange commodities and reciprocate.

New York and Cuba Mail Steamship Company.

2. Bahama Islands—Nassau.

Cuba—Havana, Cienfuegos, Santiago de Cuba, Manzanillo, and Guantanamo.

Mexico—Vera Cruz, Tampico (connecting with auxiliary service to Alvarado, Tlacotalpam, and Coatzacoalcas), Tuxpam, Progreso, Campeche (connecting with auxiliary service to Frontera and Laguna).

4. We have extended our service and perfected through traffic arrangements with connecting lines reaching interior points, thus providing an improved transportation service, which has materially increased the volume of business.

5. The laws and regulations in Cuba governing the manifestation of goods from the United States, and the fines imposed on our steamers but not upon those from foreign ports, have diverted shipments and greatly reduced our trade in Cuban markets.

6. With the abrogation of the reciprocity treaty between the United States and Cuba, imports from this country have been made subject to the highest rates of duty. This has taken away our trade in railroad iron, cars, locomotives, machinery, etc., and has almost killed the trade in flour, provisions, and produce.

7. The reduction of duties on provisions, cereals, and produce would restore the trade to the United States. In flour alone our trade would increase 500 per cent. On other products the volume of traffic would be many times greater than it now is.

8. The volume of business was more than doubled under reciprocity arrangements. The Statistical Bureau of the Treasury Department will confirm this statement, and also demonstrate how the business has since fallen off, but it can not show to what extent our trade with Cuba would have increased had the influence of reciprocity continued a few years longer.

9. The market prices can be better furnished by houses in the trade which we have named to you, but we believe commodities used in Cuba and Mexico have been reduced from 25 per cent to 50 per cent during the last six years.

10. The cost of labor paid by foreign manufacturers enable them, in many instances, to land the merchandise at the ports of Cuba more cheaply than can be done by American manufacturers. But, with the advantages enjoyed by American manufacturers and producers under reciprocity arranged with the island of Cuba—where the balance of trade was so much against us—they were enabled to gradually increase their exports, thus cheapening the cost of production.

11. The nature of our business does not call for a reply from us to this question.

12. The reciprocity treaty enabled us to double our tonnage-carrying capacity to Cuba, and yet carry full cargoes. Its abrogation left us with the increased tonnage-carrying capacity, but with less than half cargoes.

13. We strongly favor the reciprocity principle and favor its application so far as it is possible to do so.

We have carefully refrained from giving figures, as the statistical data which is available from the Treasury Department is broader and more authentic than can be secured elsewhere.

Should any further statements or explanations be desired by your committee, our services are at its disposal.

Lymanville Company, Providence, R. I.

Reciprocity is the only and true principle under which the United States of America can permanently enlarge its foreign trade, and thus directly increase the business of those producing goods or staples for export, and benefit indirectly all branches of business as well as labor.

A twenty years' uninterrupted trial with a McKinley tariff bill in addition will make the United States not only the first agricultural, but the first manufacturing, nation of the universe, and New York the money center of the world.

B. Ayres, Philadelphia, Pa.

I am decidedly in favor of the reciprocity principle and commercial treaties, and trust they will receive favorable consideration by Congress.

Gustavo Niederlein—The Philadelphia Museums.

In reply to your circular letter of March 4, I beg to state that for the next thirty days it will be impossible for me to appear before your honorable body, having in charge the organization and installation of the Commercial and Economic Museum of the city of Philadelphia. There are 60,000 products from nearly forty different countries to be installed before the 1st of May.

In regard to the reciprocity policy inaugurated under the tariff act of 1890, and abandoned by the Fifty-third Congress, a few remarks will illustrate my opinion as far as the Argentine Republic is concerned. The Argentine Republic has, in general, a low tariff for all products, which are mostly imported from the United States. In my opinion, these tariffs on petroleum, wood, agricultural implements, machinery, lard, etc., can not be lowered, the revenues of the Government mostly depending upon import duties. I can not see how the United States of America could be more favored. A change, for instance, on the tariff of wool could only induce the Argentine Republic to place a high tariff on petroleum and agricultural implements, wood, and machinery that might be imported from the United States. It is against all precedents to lay such exceptional tariffs in the Argentine Republic, and I am sure that if the United States should make impossible the importation of Argentine wools, the Argentine wool export would not suffer, going entirely to Europe.

To be short, the Argentine Republic does not depend upon the tariff policy of the United States and will look with more or less indifference upon changes.

But, on the other hand, I can only recommend to your honorable committee to do everything to secure the South American markets, which are very large and very profitable, increasing every year. I also recommend to look after facilities for direct imports from South America of raw stuffs.

In order to make the Monroe doctrine a profitable one, it would be wise to favor all South and Central American countries, making special tariffs for their raw products imported to the United States, and giving subsidies to new steamship lines in order to make the freight cheaper and trade possible. If, for instance, the United States would put back a higher tariff on wool, I would recommend to make it a little lower for wools from the Argentine Republic, Uruguay, Peru, Chile, etc., and in this way exclude the wools from Australia and Africa. In other words, I would recommend to favor all American countries alike and make only reciprocity treaties with countries of other continents.

The Replogle Governor Works, Akron, Ohio.

I would say, by all means encourage reciprocity in trade, not only among ourselves, but with foreign nations. Every business man recognizes this principle in his own affairs. Other things being equal, he will buy of parties who patronize him. It is the old boyish trick, "You tickle me and I'll tickle you." It holds good the world over, and in politics no less than in business.

So long as we are to have a "protective tariff," let the Executive have the authority to negotiate reciprocity treaties. We ought to have a reciprocity treaty with our nearest neighbors, particularly with Canada. England has been very liberal in such matters and has built its enormous commerce on the highest and best form of reciprocity; in fact, has gone a little farther than what your committee perhaps considers reciprocity. In other words, it has opened its doors wide without stopping to ask whether other nations will reciprocate or not.

England is America's best customer, and business men always give their best customers the very best of goods and on the best terms that they allow anyone. Why should we not reciprocate with England in this matter as well as with Canada, Mexico, and South American Republics? Yes; by all means, give us reciprocity. It will hasten the day at least of a revenue tariff, if not absolute "free trade."

The country owes a great debt to the lamented Blaine for the suggestion of that word "reciprocity."

Fred A. Wood, Winterport, Me.

I am of the opinion, and think it general, that reciprocity is a sound business principle. We sell our products and admit what we do not produce, and, so long as we produce more than we consume on such articles, we need protection. If necessary our Government should aid transportation lines to countries that will buy our products.

Jac. Trautman & Co., New Orleans.

Reciprocity, if practiced so that each of the contracting parties shall be mutually and equally benefited by it, would be a grand thing for a country like ours, and we would, under such conditions, have no hesitancy in indorsing its immediate inauguration by the Government of the United States with every country, civilized or uncivilized, on the face of the globe.

Reciprocity means to exchange by traffic one article for another. No country in the world is better situated than the United States to enjoy the fruitful results of such exchange of commodities. It is useless to enumerate the various articles manufactured and produced in the various sections of our grand Republic, and all suitable for such barter, but no reciprocity treaty should be entered into with any country that would not fairly execute its provisions, as far as possible, under such treaty.

To admit to this country free of duty articles of production and manufacture from a country which does little or no bartering with our country would be a grave mistake—as, for instance, that under the McKinley reciprocity law with Cuba and other West India islands. The former sold to the United States, if we understand the matter correctly, 95 per cent of the sugar produced on the island, and purchased very little from the United States, except some flour and other articles, in value not exceeding one-fifth of the amount paid for sugar; and even the exportations from this country into Cuba were not absolutely free of duty, but had to pay considerable of an import duty, leaving the balance of the trade heavily against this country; and it must be remembered that the sugar industry of the United States was in a measure paralyzed by the introduction of free sugar, while the industry in Cuba and other countries was proportionately stimulated.

To make reciprocity acceptable and beneficial to the country as a whole, Congress should put aside politics, and honest statemanship should be substituted. Our commercial intercourse with such countries as embraced the benefits of reciprocity can only be increased by establishing upon a firm basis well-equipped fast steamers to ply between this and such countries under the United States flag, and in order to sustain such lines of steamers Congress should be liberal, and by subsidy maintain such lines until they are self-supporting by the increased business.

The Barnes Manufacturing Company, Mansfield, Ohio.

In reply would say that if we had a McKinley protective tariff and a J. G. Blaine reciprocity arrangement the manufacturers of this country could take care of themselves, and in our opinion this is about the only way that the home market can be protected.

Now is the time for manufacturers to make a special effort to secure trade relations with the different countries in South America, and this could doubtless be better brought about if our Government either controls or subsidizes a line of vessels to those countries.

During the past three years the trade in our line has been buying from hand to mouth, but previous to that time they placed much larger orders, which gave the manufacturers an opportunity to base their calculations in making purchases. Previous to the last three years the selling price enabled the manufacturer to have a reasonable profit, but during the last three years the margin has been extremely close, which I think is largely brought about by a lack of confidence owing to the change in the tariff bill.

Statement of Mr. F. B. Thurber, New York City.

I am chairman of the committee on foreign commerce of the Chamber of Commerce of the State of New York, and president of the United States Export Association, which is a union of American producers, manufacturers, and merchants to encourage the consumption of American products in other countries.

Some years ago, while on a voyage around the world, I made the acquaintance of an English cotton manufacturer in Bombay who told me of the wonderful development of cotton manufacture in India and prophesied that they would soon be supplying all the cheap cotton goods used in the East. I told him I had just come from China, where American cottons were taking the market for fine goods, because they were not loaded with clay like the English goods, and I said, "Well, if you take the market for cheap goods, and we for fine goods, what are the Lancashire manufacturers going to do?" "Oh," said he, "the mother country will open up Africa and make it the fashion to wear breech clouts." And, Mr. Chairman, that is precisely what British statesmanship has been doing ever since. Every effort of an English manufacturer to reach new markets finds a ready response on the part of the British Board of Trade—a department of the Government—to support him. Diplomacy is not above advancing trade interests. Force is at hand to protect the rights of traders. Liberal pay is accorded to steam lines for the carriage of ocean mails, and the entire national influence is constantly exerted in this direction.

At the November meeting of the New York Chamber of Commerce the committee on foreign commerce submitted the following report, which was adopted unanimously:

To the Chamber of Commerce:

The events of the past year furnish some object lessons to American producers, manufacturers, and merchants which are worthy of more than passing consideration. The war in the East has probably inaugurated a new epoch for hundreds of millions of people. The partition and opening up of Africa is scarcely less important in its ultimate results to commerce. Thus far our increase in population and wealth in this country has measurably kept consumption on a parity with production; but evidences are not lacking that this state of things can not continue. If we would keep step to the music of the times, and keep our labor and capital remuneratively employed, we must bear in mind the wants of the other 1,370,000,000 of people who constitute the population of the world—both natural and creative or educational wants. There are some encouraging signs that our people are not insensible to this. The favor with which the efforts to create a new navy and build up a commercial marine have been greeted is an earnest of times when the American flag may again be seen floating in all parts of the world. The genius of our inventors is everywhere recognized, the quality of our products everywhere commended. If we are true to our traditions and appreciative of our opportunities, the United States will lead the world in the race for commercial supremacy.

The following resolutions are respectfully submitted:

Resolved, That in the opinion of this chamber the present year marks an epoch in commercial history; that the present is a time worthy of the best efforts of our producers, manufacturers, and merchants to extend the export trade of the United States, and that these efforts should be supported by a wise and progressive policy on the part of our Government. The principle of reciprocity should be recognized in our diplomacy; our consular service be controlled by civil service rules and adequately compensated, and our carrying trade be fostered as far as possible by liberal pay for the carriage of mails on the ocean as on land.

Resolved, That the step recently taken by the present Administration in the direction of placing a portion of our consular service on a business basis is worthy of all commendation, and should be followed as fast as practicable by further steps in the same direction.

Edward H. Haskell, American Paper Makers' Association.

[From an address by Mr. Edward H. Haskell, of Boston, before the American Paper Makers' Association, at New York, February, 1896.]

It seems to me eminently desirable that this great industry, which has attained so prominent a position, rising in a few years from that of ninth or tenth in importance to the position of third in importance in the great interests in this country, and with the possibilities of its future development, should take some intelligent action with reference to the development of its export business. The gentlemen are aware that during the operations of the reciprocity features of the last Administration, the general export of all classes of business—all industries—obtained a marked development, I think something like \$22,000,000 or \$23,000,000 in two years, growing out of the magnificent enterprise and conception of the scheme presented by our honored Secretary of State, Mr. Blaine, and through which the organization of the Bureau of South American Republics was established.

The present President antagonized that special development in this country, and the reciprocity features of our intercourse with other nations were repealed. As a matter of fact, we are the losers. During the year 1895 we were the losers in the matter of export to those countries to the extent of \$12,000,000. To a certain extent paper entered into that trade, and it seems desirable that in the reinauguration of the reciprocity scheme or plan, which it seems very certain is about to be developed by the succeeding Administration—at least, I have no question but what the succeeding Administration which comes into power next year will certainly reestablish the reciprocity features of our system—and it seems very desirable that our industry should be placed in a position to reap any benefit therefrom.

Further than this, the present Administration has, out of suggestions made some three or four years ago and through suggestions made by several of the chambers of commerce and boards of trade of Boston, endeavored to place the consular system upon a business basis; and as a development of that feature we are likely to see, under the next Administration, a most thorough reorganization of the consular system. They are to operate to a certain extent—as they ought to do—as commercial agents of the industries and manufactures of the United States. Those who have traveled abroad have been thoroughly impressed with the fact, and have seen it also in this country, that the consular agents are representing in another sense the country which they represent—that is, in looking after their commercial interests. Now, it is proposed to establish and to develop and to organize on a business basis the consular system of this country.

The National Board of Trade, at its last session, indorsed that proposition, as well as the reciprocity features of our Administration in the development of that trade; and it is very clear that a great deal of benefit will be derived by the great industries of this country as the result of this reorganization. It seems to me, Mr. President and gentlemen—and that is the purpose of my talk—it seems to me desirable that this association should inaugurate or originate or instruct its executive committee to originate some system by which we can, through the State Department and through our consular service, be able to get at all the information that can be made available to the great allied interests of the paper and pulp interest of the country. I have no question but that its development can be largely increased in years to come if we enter upon this in an intelligent manner.

L. G. Burnham & Co., Boston, Mass.

Our business is not of a character to be directly affected by the questions suggested, except the general one, No. 20. To this we reply in the affirmative, believing that the principles of reciprocity should be applied wherever possible to every nation. We believe the prosperity of this country would be greatly increased if reciprocal treaties could be entered into with all parts of the Western Hemisphere.

The Plant Steamship Line, Port Tampa, Fla.

2. General transportation of mail, freight, and passengers. Regular mail to Cuba, semiweekly for half the year, triweekly for the balance of the year. Also semiweekly mail to Halifax, Nova Scotia, and, when ice breaks up, weekly service to Prince Edward Island.

3. Cuba, Nova Scotia, Jamaica; also have in contemplation for the coming fall weekly service to Honduras, Central America.

4. Tried to find business enough to warrant a line of steamers to Honduras, Central America; not enough in sight yet to make it feasible. Run semimonthly trips from February, 1894, to March, 1895, when route was abandoned. Had a good fruit trade into this port, but no exports. Have also run steamers to Jamaica for the past six winters at a loss. Passenger trade fair, but no freights.

5. In Cuba find a prohibitive tariff on American flour and hay in favor of Spain. The port charges and other government taxes in Habana are excessive. We pay each voyage: Pilotage, \$52; interpreter, \$8.50; fumigating powder, \$4.25; custom-house charges, \$46.25; besides a tax of \$1 per head on each passenger from or to the country and a tax of one-half per cent on all revenues and disbursements. These port charges in Habana for the year 1895 aggregated \$24,139. The discriminations against the United States in the present Spanish tariff prevent shipments of any amount going from here to Habana, and our freight trade to that port is very light, although we do a good import business from there, probably twenty times greater than our exports.

6. In the three months, February, March, and April, 1892, we exported to Habana 4,000 tons breadstuffs from the Western States. The new duties imposed by the government of the Island of Cuba annihilated this business, which gave promise of increasing to immense proportions.

7. If the above duties were reduced or removed the market would immediately open for a renewal of this trade, which in volume would greatly increase in time.

8. Our freight business to Habana is about 20 per cent less than it was six years ago.

9. We are not posted on prices.

10. No advantage were laws and tariffs impartial and the unjust port charges as above mentioned done away with.

11. Our merchants can compete with foreign merchants without doubt, provided tariff regulations did not interpose such restrictions as are now in force.

12. Under reciprocity treaty with Cuba our export trade increased steadily. We did not begin to feel the effects materially until the fall of 1891, when we increased our facilities for handling freight and business developed to the figures before stated, finally to be ruined by the change in the laws.

13. Should our reciprocity agreements with Cuba be renewed under a general law authorizing the President to negotiate reciprocity treaties with other nations, we are certain that we could develop a trade of 2,000 or 3,000 tons per month. This would warrant us running larger ships to that port, and we are satisfied that there would be a steady increase in the volume of business.

Our own Government also imposes almost prohibitory charges on our ships. We pay annually in Key West for pilotage \$1,800, custom-house charges from \$10,000 to \$15,000, and quarantine expense \$2,750 annually to the State board of health of Florida.

The total annual port charges against the ship in the American port is about \$15,000 to \$20,000, and in the Cuban port about \$25,000, making a total of port charges against the ship of from \$40,000 to \$45,000, for which we get absolutely no return. It can thus readily be seen how difficult it is for commerce to develop when handicapped with the above port charges against it.

Richards & Co., 203 Broadway, New York City.

2. Our business is that of obtaining patents for inventions, protection of trade-marks, copyright registration in the United States, and in all the countries granting such protection.

3. We deal with nearly every country on the globe.

4. We have made and are constantly making efforts to extend our foreign business. The methods used are direct correspondence, the distribution through the mails of circulars and price lists, and, so far as European countries go, occasional personal visits to our correspondents there. Our efforts are meeting with success, especially in the principal European countries which we have personally visited.

5. As will appear from the foregoing, the laws which interest us are those which relate to the protection of inventions (patent laws), and the registration of trade-marks and copyrights.

There are at present certain discriminations which work injury to United States inventors, and which we believe might be removed without serious difficulty. We shall mention but two such matters, since they are the most prominent that exist to-day:

(1) We would mention a discrimination made by the Germans against the citizens of the United States. The facts, briefly stated, are as follows: On the 1st of October, 1891, an amended patent law came into effect in Germany, which provided in its second section that an invention should not be considered as new (it must be new to be patentable) if at the date of filing the application the invention has been described in public prints within the last century, etc. An exception is made in favor of the official publications of foreign patent office, which shall only be considered equal to public prints after the lapse of three months from the date of publication; but this exception is made only in favor of the publications of those States "in which, according to the publication of the Imperial Chancellor, in the Imperial Gazette, reciprocity is guaranteed." Under the terms of this act, if a citizen of the United States files his application for patent in Germany a single day after his patent in the United States has issued, the German application is rejected, notwithstanding the existence of the exception to the rule indicated above, and notwithstanding the fact that the official gazette containing the publication of the United States patent

could not by any possibility have reached Germany before the German application was filed.

The patent laws of the United States grant to Germans, as they do to citizens of the United States, the right to apply for a patent at any time after the issuance of a German patent for the same invention, provided only that the article covered by the patent has not been in public use or on sale in the United States for more than two years previous to the filing of the application. Thus it will be seen that the United States already extends to Germans a larger privilege than the Germans grant under section 2, but nevertheless the benefits of this section have never yet been conceded to citizens of the United States for want of the preliminary publication in the Imperial Gazette, which, we presume, awaits a formal agreement between the two Governments.

There have come within our knowledge a number of cases wherein valuable rights have been lost to inventors by reason of the fact that they were not admitted to the privilege which would seem to be their due, and which appears only to hang upon the exchange of a little diplomatic correspondence.

(2) The second difficulty to which we would draw your attention is with relation to the obtaining of protection for patents and trade-marks in Japan. The Japanese have laws for the protection of both patents and trade-marks, but up to the present these laws have been officially determined to apply only to natives, the officials holding that as foreigners resident in Japan were not subject to the jurisdiction of Japanese courts, and hence were not punishable by them for the infringement of rights under patents and trade-marks of native Japanese, they could not undertake to punish native Japanese for the infringement of rights granted to such foreigners.

During the month of November, 1894, however, a treaty between Japan and the United States was ratified, providing among other things for reciprocal protection for patents of invention, trade-marks, etc. This treaty comes into effect in November, 1899, we understand, and it will then be possible to obtain such protection as is desired. For the present there appears to be no means for securing protection. It seems to us, however, that Japan, having entered into this treaty agreement, would be inclined to meet with favor a proposition looking to an ad interim arrangement by which protection should be secured to citizens of the United States until the treaty comes into force.

We are having inquiries made of us constantly as to how protection can be secured in Japan, and the matter is undoubtedly one of great importance to inventors and merchants here. Such an arrangement as we suggest could not help but be of marked benefit to a large class of the community.

6. The tariffs of foreign countries do not directly affect our business.

7. The answer to question 6 will apply in answer to this question.

8. Our business is probably double what it was six years ago.

9. Our charges for services are approximately the same as they were six years ago.

10. The question is not applicable to our business.

11. The same is true of this question.

12. We believe that the reciprocity treaties of 1890 were favorable to the export trade of the United States, and that their repeal was a heavy blow to the same.

13. We do certainly believe in reciprocity treaties, and favor the enactment of such a general law as is suggested.

Beeman & Cashin Merchandise Company, Evanston, Wyo.

As secretary of the Evanston Board of Trade, permit me to answer your questions for myself at least, and my observation and inquiry warrant me in saying my views are substantially the same as all business men in this section of country.

First. The reciprocity arrangement was favorable.

Second. The effect of the repeal was unfavorable.

Third. It is expedient to pass some law providing for reciprocity.

Fourth. Give us a "department of commerce," with a business man at its head, and limit his duties as nearly as possible to the development of foreign commerce. Through our consular and diplomatic service he could learn of every market in the world where American goods could be introduced and under what conditions, and could then place this information at the disposal of the manufacturers here. I believe the right man could increase our business to an amazing extent. If our Government were a business institution, this would have been done long ago. His recommendations would be invaluable to an executive in negotiating reciprocity.

Our Government should also provide exchange, transportation, and communication facilities with South America, and possibly other parts of the world.

Edward H. Haskell, Boston, Mass.

Referring to your recent courteous request as to my views upon the proposition now before your honorable committee looking toward the reestablishment of reciprocal relations with other countries, through commercial treaties, and as to my experience and views as to the practical results secured to this country during the operation of the former reciprocity treaties, 1892 to 1894, I have to say that I have been for many years a strong advocate of and supporter of the reciprocity principle in dealing with nations, especially our South American Republics.

I have always felt that reciprocity commended itself as a business principle, and that, if it was given a fair trial in the administration of our affairs and placed on a sound basis, and adopted as one of the leading principles of our Government, it must soon result in materially enlarging our foreign trade under most favorable conditions.

This was clearly shown by the rapid development of our trade with the South American Republics which followed the establishing of reciprocal relations with these countries in 1891, through the able efforts of Secretary Blaine, and which grew from \$90,000,000 in 1892 to \$104,000,000 in 1893, and in which extension of trade the paper industry, which I represent, was very much benefited; and its efficacy as a principle in dealing with these countries was specially shown by the fact that, in 1895, after the repeal of the reciprocity treaties, our exports to these same countries fell off to \$87,000,000, the lowest point reached for many years.

Let reciprocity be established as the governing policy of our people, and easy access to these countries be established by regular steamship connections and proper banking facilities, and I am confident our trade with these countries alone would soon reach \$200,000,000.

All the correspondence and reports from our consular service in these countries have made it clear that the people of these countries would

prefer to have close commercial relations with this country than with European nations.

It would also serve, in a special sense, to establish more cordial and permanent relations between ourselves and these countries, and go very far to bring about a general appreciation of the many strong qualities which have made our own country conspicuous as the leading commercial Republic of this hemisphere.

I sincerely trust that early steps may be taken both to reestablish the reciprocal relations with all the South American Republics and to extend these relations to the other great nations of Europe.

Lyon, Clement & Greenleaf Co., Wauseon, Ohio.

In regard to reciprocity, we would say that while the Government figures readily show the benefit and also the loss by the repeal, we would state that our direct trade increased more than \$200,000 when it went into effect for the first year and declined that much when it was repealed. We are much in favor of reciprocity, as we gain something when we give something to other nations. We regard it as practical politics.

BREADSTUFFS.

CIRCULAR OF INQUIRY TO MANUFACTURERS.

COMMITTEE ON WAYS AND MEANS,
HOUSE OF REPRESENTATIVES,
Washington, D. C., March 4, 1896.

SIR: In order that they may give more intelligent consideration to pending and proposed legislation, the subcommittee of the Committee on Ways and Means of the House of Representatives in charge of bills relating to reciprocity arrangements and commercial treaties would be greatly obliged if you would forward them, at your earliest convenience, your views and suggestions, and such information as you are able to furnish upon the following points, namely:

1. Give full name and address of firm or company.
2. Lines of manufacture.
3. Amount of capital, number of persons employed, and value of annual product.
4. Do you find your market at home or abroad, and, if both, in what proportion?
5. Do you sell direct to foreign dealers or through commission houses?
6. Have you made any direct effort to extend your foreign trade; and if so, by what means, with what success, and in what countries?
7. Are you aware of any discriminations or obstacles in the laws or customs regulations of any foreign country that restrict or prevent the extension of your trade; and if so, can you suggest any means by which they may be removed?
8. What changes have recently occurred in the tariffs of foreign countries so far as they relate to your lines of manufacture?
9. How far would the removal or reduction of the customs duties imposed by foreign nations upon the merchandise in which you deal aid in the extension of your export trade?
10. What is the output of your establishment compared with that of six years ago?
11. How does the present cost of production compare with that of six years ago; including wages, the cost of raw material, and transportation rates by sea and land?
12. How do present selling prices compare with those of six years ago?
13. What competition do you meet with from foreign manufacturers, and in what markets?
14. What advantages do your foreign competitors have over you in the cost of manufacture and in transportation charges to foreign markets?
15. To what extent can you compete with foreign manufacturers in quality and prices?

16. Has the total product of the United States in your line of manufacture increased or decreased during the last six years?

17. What proportion of the total present and possible output in your lines of manufacture in the United States can be absorbed by the domestic market; and what would be your estimate of the natural surplus for export if all manufacturers in your lines were producing to their full capacity? (The purpose of this inquiry is to secure as accurate an estimate as possible of the necessity for new foreign markets to the manufacturers of the United States.)

18. Was the general effect of the reciprocity treaties made in 1890 favorable or unfavorable to the export trade of the United States, and what was the effect of their repeal?

19. What was the effect upon farm products particularly?

(If your replies to inquiries 17 and 18 are based upon actual experience, please give details as fully as possible.)

20. Do you favor the application of the reciprocity principle to future tariff legislation, and the enactment of a general law authorizing the President to negotiate reciprocity treaties with both European and American nations, so far as possible?

These inquiries have been forwarded to several hundred persons, firms, and corporations who are engaged in the manufacture of various lines of merchandise that enter into the export trade, and the replies are intended for publication with a report which the Committee on Ways and Means will make to the House of Representatives; but, if so desired, any information received will be regarded as confidential. All values should be expressed in United States gold, and all quantities in our weights and measures.

Any suggestions or information of value bearing on these subjects that is not called for by the above inquiries will be appreciated.

I am, sir, your obedient servant,

A. J. HOPKINS, *Chairman.*

REPLIES.

E. O. Stanard Milling Company, St. Louis.

We are flour manufacturers.

We have about one-half million dollars invested in the business.

About 150 employees.

Value of annual product about \$5,000,000.

Our market is both at home and abroad. From one-third to one-half of our flour is usually marketed in foreign countries.

We sell direct to dealers in foreign countries and through brokers, and direct to merchants and bakers in this country.

The largest portion of our foreign business is in Great Britain.

We have had a large trade in Habana until the abrogation of the reciprocity treaties in 1894. Since then our business has been comparatively light, and, of course, lighter since the ravages of war over in Cuba.

We have no difficulty in our business with Great Britain from the standpoint of duties, but on account of wheat going into France and Germany and other foreign countries duty free, and the large duty placed on flour, we are deprived of the trade in those countries.

There has been but very little change in the output of our mills in the past six years.

We have in a general way reduced the cost of production in the past five or six years. Wages, however, have not been materially reduced.

Wheat has been very much lower the past three or four years than ever before since the war.

Transportation by sea and by land averages cheaper than ever before in the last few years.

The selling price of flour, on account of the price of wheat, has been lower the past four or five years than at any time in the last forty years.

The Spanish mills, since the abrogation of the reciprocity treaties, have been our chief competitors in the Cuban markets. And the flouring mills in Great Britain, where the freight on wheat from this country to theirs is usually a little less than on flour, and where their cost of manufacturing is less by virtue of cheap labor, are our chief competitors.

We believe the quality of flour in this country is superior to that made anywhere.

It is believed that the product of the flouring mills of the United States has increased 15 to 20 per cent in the last five or six years.

We believe that if all the merchant flouring mills in the United States were to run five months steadily they would make as much flour as could be absorbed by our domestic markets in a year, and in the balance of the year, if the flouring mills should all run, we could very nearly feed all the mouths in Europe.

We have been doing more or less business in the Cuban markets the past twenty-five years. Our brands have become well known, and for a few years previous to 1890, when the reciprocity treaties went into effect, we had built up a trade that took from 15,000 to 20,000 barrels a year. From 1890 to 1894 (when the reciprocity treaties were abrogated), or say between these two periods, our trade ran up to from 65,000 to 75,000 barrels a year, and after the abrogation the trade dropped back to about 15,000 or 20,000 barrels per annum, and of course last year it has not been so much. Our trade relations and the credits over there have been exceedingly uncertain on account of the war.

We believe that the reciprocity treaties of 1890 were exceedingly beneficial to our business and the milling business in general, and we believe it would be a great advantage if the old treaties were reestablished and new ones generally extended so far as articles are concerned that we produce.

Saxony Mills, St. Louis, Mo.

The effect of recalling reciprocity arrangements with Spain was most disastrous to our interests, as that country immediately put a duty on flour going from the United States into Cuba, of some \$4 or \$5 per sack, which before that time had been \$1 per sack. The city of St. Louis alone exported over 1,000,000 sacks of flour to Cuba every year when the reciprocity treaty was in effect. Now we doubt if 25,000 bags or sacks are sold every year from here. We hope that a treaty can be made so that we can get our flour into Cuba again.

England also threatens to put a duty on flour from this country, while wheat is going in free. France also has a high duty on flour, while wheat shipped from here into that country goes free, or only pays a nominal duty. We think there is no duty on it at all. We think steps should be taken so as to let our flour free into every country which exacts no duty on our wheat, as in that manner a good deal more labor

can be given to our unemployed. The milling business in this country has been in very bad shape the last couple of years, but we hope by proper legislation to improve it considerably.

Acme Milling Company, Indianapolis, Ind.

Manufacturers of winter-wheat flour.

Now largely with the United Kingdom, and a small amount to Holland, Brazil, and Newfoundland.

Canadian trade practically lost since increased duties that occurred several years ago.

Cuban trade destroyed when their duty on flour was advanced. Our efforts to sell in Germany have been fruitless on account of duty imposed. France buys no flour from us since the discriminating duty was put on flour. Belgium is now lost to us because of the duty lately imposed. We can not possibly extend our trade in these countries until there is a modification of their tariffs.

The removal of the custom duty would materially aid us. In fact, it would assure us of a fair proportion of the trade in all of these countries.

Our sales in 1895 were 10 per cent larger than in 1889.

Table showing variation in prices.

Date.	Patent.	Extra fancy.	Clear.	Feed.	Wheat.
March, 1888	\$4.10	\$3.75	\$2.50	\$17.00	\$0.83
January, 1888	4.20	3.90	2.65	17.25	.83
October, 1887	3.90	3.55	2.75	13.65	.73
March, 1890	4.00	3.55	3.05	10.50	.73
January, 1890	4.15	3.72	3.00	9.25	.70
October, 1889	4.20	3.75	3.45	9.00	.71
March, 1896	3.93	3.46	2.80	9.30	.72
January, 1896	3.50	3.16	2.45	9.40	.65
October, 1896	3.48	3.14	2.30	11.00	.65

The foreign miller has some advantages in matter of transportation charges, as the cost of freighting wheat—the raw material—is less than that of flour. The advantage is not great, and the American miller has advantages to equalize.

We can produce a better article and deliver it to the foreign markets at competitive prices when customs duties do not interfere.

Very favorable. Until then we had no Cuban or Brazilian trade. After the abrogation of the treaty with Cuba, our trade, which was beginning to assume considerable proportions, was completely destroyed.

The flour export trade has been especially hurt by the discriminating tariff; that is, the duty on flour being greater, proportionately, than on wheat. This is the case with a large part of the European countries. We have also found the competition of the French miller, in countries outside of France, quite annoying. As he is paid a bounty on the flour exported, he sells for a price actually less than cost. The poor quality of his flour stands in the way of his more seriously injuring our trade.

Moseley & Motley Milling Company, Rochester, N. Y.

Reciprocity with some of the southern countries would be of great benefit to the millers. Trust you will do all you can to help the good cause along.

E. Goddard Flour Mill Company, St. Louis, Mo.

The effect of the reciprocity treaties was favorable, and it made increased business for us. The effect of the repeal was bad. Take the islands of Cuba and Puerto Rico. That is enough to demonstrate the result. Our business has been curtailed to one of a retail character.

The reciprocity principle properly worked with foreign nations should bring about good results for our manufactured products.

That depends entirely on how good a bargain this country can make with other countries. Something will have to be done to extend the export trade of this country, or else our manufacturing interests will dwindle down to nothing. The cry will soon be high tariff unless we get relief.

The Victoria Flour Mills, St. Louis.

Acknowledging your two printed communications of 4th instant, we do not believe we can add to the information laid before your committee by Mr. M. H. Davis, of Shelby, Ohio.

We do believe in the principle of reciprocity as advocated by President Arthur and Mr. Blaine, and that the policy would greatly enlarge the export flour business of our country, as also other lines. We believe that the President, by approval of the Senate, should have power to negotiate on a give-and-take basis, and, where discrimination against any of our natural or manufactured products continues to be maintained by any foreign country, that the President should have power to embargo any or all products of such country until satisfactory mutual arrangements are agreed on.

Our principal cause of complaint is that certain foreign Governments, by imitating closely our high-protection practice, admit the raw material (our wheat) free, or at much lower tariff rates than they charge on our flour, thus excluding our millers from competition with their home millers. This does not hurt our farmers directly, but it does hurt them to the extent that millers of our country, placed at such disadvantage, can not pay as much for wheat as if such foreign markets were evenly open to their flour.

If Mr. Blaine ever said "Keep your tariff to trade on," he struck the keynote, and the President should have the authority to trade in the interest of our agriculture and manufactures independent of general tariff legislation.

The Goshen Milling Company, Goshen, Ind.

2. Winter-wheat flour and feed.
3. Eighty thousand dollars capital. About fifty persons employed. Annual product, \$550,000.
4. Both. Abroad about 7 per cent.
5. Direct to foreign dealers.
6. Yes, we have, by correspondence, by personal visits, and by making good goods. We have done very well in the United Kingdom.
7. Our trade in the United Kingdom has been very much injured by the peculiar laws of France, which permit French millers to import wheat, and then have more than the tariff refunded when the flour is exported to the United Kingdom. This virtually amounts to a bonus to them, and their competition has been the most bitter we have had the

past year. We would suggest that a tariff be placed on French goods imported to this country.

8. Belgium has lately placed a tariff on American flour.

9. We would say about 25 per cent.

10. By putting in additional machinery we have increased our output, so that we now turn out 700 barrels daily, against 500 six years ago; but we do not make as much money now as we did then.

11. The cost of production is some less than six years ago. The transportation rates vary very much indeed. The ocean rates are regulated by the amount of tonnage going abroad. The rail lines just at present are not cutting rates, but they will do so, in our opinion, soon. The product to be exported should be carried at a lower rate than product intended for domestic consumption.

12. As a rule, much lower.

13. We meet with very bitter competition in the United Kingdom, which is our principal market, with the home millers and also the French millers.

14. The English miller has an advantage over us in being able to purchase his supplies for less money. As England is a free-trade country, clothing and nearly everything else is cheaper than in America, and the English miller is not obliged to pay so much for his labor or machinery, and he has a wide market from which to purchase his wheat. If American wheat costs too much, he looks to Russia, India, or some other country, and we find that quite frequently the transportation companies will carry wheat at a lower rate than they will flour, although they claim that they do not.

15. Just at present English and French millers are underselling us very much, indeed, and we are assured by our customers abroad that they could not sell a barrel of American flour were it not for the notion that their people have that it is the best.

16. It is increasing very much, indeed. The tendency seems to be toward building large mills of greater capacity.

17. About one-half could be absorbed by domestic markets. The other half could not possibly be exported at a profit if all the mills in the United States were running at full capacity. Much wider markets than we now have would be absolutely necessary.

18. The general effect of the reciprocity treaty made in 1890 was favorable to the export trade, and the effect of its repeal was bad.

19. They sold for less money.

20. As a rule, we favor a very moderate tariff for revenue only, for reasons too numerous to mention. It would create a better feeling toward us in the United Kingdom, our best customer. We, however, favor the reciprocity idea, so that we can hold such nations as France in line. We are discriminated against by their tariff laws. A general law authorizing the President to negotiate such reciprocity treaties when possible would, in our opinion, be a wise one.

C. Hoffman & Son, Enterprise, Kans.

2. Flour, mill products, and meal.

3. Amount of capital, \$200,000; number of persons employed, 20; value of annual product, \$300,000.

4. Our market is both home and abroad—about one-fourth abroad.

5. We sell direct to foreign dealers to some extent, while some of our goods go indirectly through commission houses at New York.

6. We have made efforts to extend our foreign trade by personal visits to England, Belgium, and Holland, and by correspondence in those countries, as well as Denmark and France. We have also put ourselves into communication with the representatives of the above-mentioned countries, and have in various ways informed ourselves as to the wants of the trade of the above-named countries. Our success has been fair, and we are having a fair export trade—not as large or as profitable as we should like, however. In fact, we have only been able to export flour when the local markets have been relatively low.

7. There are many discriminations and obstacles in the laws and customs regulations of ship companies and foreign countries. The ship companies issue a bill of lading which does not hold them responsible for damage or loss on goods to the extent that equity would demand, and the American shipper is often subject to loss which he can not recover under the present bill of lading from the transportation companies, either inland or foreign, nor from the insurance companies. We would suggest the legal adoption of a foreign bill of lading that would protect the shipper. Various tariff laws and charges at ports are another obstruction that we believe can only be removed by intelligent cooperative action on the part of the various countries.

8. The tariff has been raised on flour recently to the extent of 40 cents (2 francs) per 220 pounds (100 kilos) in Belgium, to the almost entire destruction of a very satisfactory trade we had in Belgium. It seems that this law was brought about by the direct request of the Belgian millers, and it has had a very disastrous effect upon American flour trade in that country. France has also recently increased her duties upon flour to such an extent as to not only prohibit the importation of flour, but to enable the French millers (who are enabled to bring in wheat intended for export free) to successfully compete with American flour in England and other European countries. It seems that the millers of France have been enabled to shape legislation very much in their favor.

9. We believe that the removal or decided reduction of customs duties imposed by foreign nations upon flour and mill products would more than double the export trade on flour. This is evident when we consider the enormous amount of raw material (wheat) exported annually from the United States. The entire export of breadstuffs from the United States should go in the shape of flour in the manufactured article, thereby giving the employment needed in its manufacture into the finished article to this country, as well as leaving the offal for feed for cattle and other farm animals.

10. It has increased 70 per cent.

11. Increase in wages, 50 per cent; increase in output, 70 per cent; decrease in inland transportation rates, 5 per cent; decrease in export transportation rates, 15 to 20 per cent; cost of raw material about 2 per cent less.

12. Ten to fifteen per cent lower.

13. In Belgium we meet competition from France and Russia as well as the home mills, which since the imposition of the duties on flour, have practically driven American flours out of the market. In Holland we meet the millers of Hungary, Russia, France, and Denmark. In England we meet the millers of all flour-exporting countries.

14. Our foreign competitors have no advantage over us in the cost of material. In transportation charges some of the millers have a decided advantage over American millers, but as a general proposition the American millers, as far as cost of material and transportation is concerned, can successfully compete in the foreign markets.

15. We can compete in quality and prices with foreign manufacturers, provided that customs duties must not be added to the price.

16. It has increased.

17. About one-half of the possible present output can be absorbed by the domestic market; more than double the average amount now exported would be exported if the mills could run to their full capacity.

18. The general effect of the reciprocity treaty of 1890 seemed to be favorable, although in our line of manufacture we could not notice any definite effect, either of their passage or of their repeal. The general effect of the repeal was unfavorable.

19. The effect of the repeal upon farm products seemed to be quite unfavorable.

20. We favor the application of the reciprocity principles in future tariff legislation as the lesser of two evils, believing that reciprocity is better than tariff, but believing that free trade would be more beneficial than the imposition of customs duties upon imports, no matter how low.

Tate, Müller & Co., Baltimore.

2. Grain merchants.

3. All countries in Europe.

4. Yes. All countries in Europe; also in South America.

5. There are serious discriminations and obstacles in the foreign countries with which we trade to prevent the extension of our trade. In France, Germany, Italy, and Spain the duties are almost prohibitive, and were it not for the fact that they require a surplus for their own consumption commerce in grain would be impossible. We can not suggest any means by which these obstacles might be removed, as we are trading in articles which are raised in competition with us in all parts of the world.

6. The duties on cereals have been successively raised in the last fifteen years, but have been stationary for about four years.

7. We think that the reduction or removal of customs duties in those countries enumerated above, where they are excessively high at present, would inure to our benefit, as it would be impossible for European countries to compete with American producers.

8. The volume of our business depends entirely upon the production of our country. The competition in the other parts of the world has grown immensely, but as grain is an article which must be sold when produced, it is only a question of price which will regulate the volume.

9. Present prices are considerably lower than six years ago. We quote, for instance, December wheat in Chicago, December, 1895, 64 $\frac{3}{4}$, and 80 $\frac{1}{2}$ in 1889.

10. We do not know of any advantages our foreign competitors might have, as the cost of land, the transportation charges, the climate, and the nature of the soil are favorable, even more so in the United States than any other part of the globe. The cost of labor, we should think, however, is considerably higher.

11. In quality we can compete with any country. Prices, of course, depend upon the crops.

12. Reciprocity treaties were of no use whatever in our business. They benefited only those who trade with the West Indies and South America to any extent, and as the trade in breadstuffs with those countries is exceedingly small, and as Spain protects her colonies with dif-

ferential duties, we do not think that in the line of grain and breadstuffs they have done any good to speak of.

13. We do not think that the reciprocity principle will do us any good, and we fear complications with good customers in our line if undue advantages are accorded to others.

The Blish Milling Company, Seymour, Ind.

2. Flour and bran from winter wheat.

3. (a) One hundred and fifty thousand dollars, (b) thirty-five persons, (c) six hundred thousand dollars.

4. Crop year of 1892—Domestic, 28 per cent; export, 72 per cent. Crop year of 1893—Domestic, 39 per cent; export, 61 per cent. Crop year of 1894—Domestic, 55 per cent; export, 45 per cent. Six months of crop 1895—Domestic, 67½ per cent; export, 32½ per cent.

5. Direct to foreign dealers.

6. Yes; by personal visits and the establishment of agencies and distributing branches. With good success in England, Holland, Norway, and Sweden. With poor success in Belgium, France, and Germany.

7. The discriminating duty on manufactured wheat products as against the raw material restricts our foreign trade and prevents its extension. We believe the passage of the Kerr bill now pending in present Congress would in a short time remove the obstacles.

8. The renewal of prohibitive tariffs by Cuba, Brazil, and other South American countries are recent changes affecting our business.

9. We believe the removal of the discriminating duty on flour, as against wheat, by Continental and South American markets, would enable us to export 95 per cent of our entire flour product.

10. For the crop year of 1889, 50,000 barrels of flour; 1894, 221,000 barrels of flour, and for six months crop of 1895, 116,600 barrels of flour.

11. The present expense for the manufacture of a barrel of flour is 25 per cent less than six years ago; this includes wages and all manufacturing expenses, but does not include the cost of raw material.

13. In Norway, France, Germany, and Hungary; Cuba and Brazil; Spain; England, France, and English mills, with the products of Russian and Indian wheat.

14. To West Indian and South American markets, European competitors have a considerable advantage in the matter of transportation and the collection of drafts.

15. In European countries where our products are established we find they hold much the preference with the people and that higher prices will generally be paid to secure the better qualities of American manufacture.

16. Increased.

17. We believe the domestic market will absorb from 65 to 75 per cent of the entire output of flour mills.

18. The general effect of the reciprocity treaties of 1890 was very favorable to the flour industry, and their repeal entirely cut off the exportation of flour to the countries interested.

19. Wheat and corn, and we presume other foreign products, were affected directly, as were the flour-mill products.

20. We do favor the application of the reciprocity principle to future tariff legislation, and believe this to be the true solution of the whole

tariff question. It is founded on common sense and justice to all, and should meet all objections both from the advocates of protection per se, and those who favor free trade.

The Weekly Northwestern Miller.

The Hon. Albert J. Hopkins, chairman of the Subcommittee on Reciprocity and Commercial Treaties, sends out to the business public several circulars bearing on the subject of reciprocity. A set of these has been received by the Northwestern Miller. The first of them is a notice to the effect that those who may desire to appear before the subcommittee and give information as to the value of reciprocity and the result of its repeal may do so, and that hearings will begin Monday, March 16. Circular No. 2 desires the expressions and views of commercial and industrial organizations upon four points bearing on reciprocity, which are given. The last circular is addressed to firms or corporations, and solicits replies to some twenty questions, all having to do with reciprocity and the effect of the repeal of this policy upon the business of the concern addressed. These inquiries have been forwarded to several hundred persons, firms, and corporations engaged in the manufacture of various products which are sold abroad, and we suppose that many of them have been sent to exporting millers. If so, we trust that the recipients will take time and trouble to reply to them, fully and positively, and that they will give their unhesitating and vehement approval to the policy of reciprocity, and back it with the argument of facts drawn from experience.

As the Northwestern Miller is not a manufacturing corporation, it can not very well answer the twenty questions asked by Mr. Hopkins, nor can it appear before the subcommittee in response to the invitation extended. Assuming, however, that this subcommittee is actually seeking for information, with a view to obtaining an intelligent understanding of the needs of the country commercially, it will undertake to answer circular No. 2, which asks for views on four points, as follows:

1. Was the effect of the reciprocity arrangements negotiated by the Government with certain foreign nations under the authority of the tariff act of 1890 favorable or unfavorable to the foreign commerce of the United States?

2. What was the effect of their repeal by the tariff act of 1894?

3. Is it expedient and advisable to apply the reciprocity principle to future tariff legislation and to enact a general law authorizing the President to negotiate reciprocity treaties with foreign nations so far as possible?

4. What can be accomplished by diplomatic negotiations in extending the export trade of the United States?

It is hardly necessary to ask anyone connected with the milling trade his opinion on these points, but we answer them as follows:

1. The effect of the reciprocity arrangements referred to was favorable in the highest degree to the foreign commerce of the United States, and especially to that portion of it contributed by the millers. Reciprocity met with the hearty approval of all millers, irrespective of party. It was regarded as the most intelligent aid to our foreign trade ever given it, as a common-sense, businesslike policy, based on principles which were, without question, sound, logical, and thoroughly good. Practical experience under its provisions, made by practical business

men, increased the favorable sentiment which its inauguration awoke. By its means our export trade in flour found new fields in which to expand and develop, and an enterprising and aggressive spirit was gradually extending our exports into countries hitherto unknown to us. The milling industry had just begun to appreciate and profit by the reciprocal arrangements, when, by an utterly useless and seemingly unreasonable move, Congress completely destroyed them.

2. The effect of their repeal was extremely bad. It was a blow at our commerce, unexpected, unnecessary, and most ill advised. It resulted in a serious loss of foreign trade, with no apparent gain from any quarter.

3. It is both expedient and advisable to apply the reciprocity principle to future tariff legislation. This idea meets with the approval of millers generally, without reference to party. They regard it as a common-sense and businesslike settlement of the tariff question, the true principle upon which our trade with foreign countries should be conducted. A general law authorizing the President to negotiate reciprocity treaties with foreign nations, as far as possible and as soon as possible, would, in our opinion, be of immense advantage to our export trade, and of vast benefit to our country generally.

4. Much can be accomplished by diplomatic negotiations in extending our export trade. Countries now closed to us completely by prohibitory tariffs could unquestionably be opened by such negotiations. At present, so far as American flour is concerned, we have pushed our trade industriously and with enterprise and vigor in every land from which we are not barred by tariffs so high as to be practically prohibitory. Many markets opened to us by reciprocity have become closed by its repeal. These might be easily recovered by intelligent negotiation.

Dayton Hedge Company, Dayton, Ohio.

The Dayton Hedge Company are not doing any business now—times too dull. Cause, low prices of farm products.

The Farm, Chattanooga, Tenn.

The manufacture in which I am now interested and managing is not at all affected by tariff or reciprocity, except as these promote the general prosperity of the country.

I am, however, heartily in favor of reciprocity arrangements with foreign countries on the lines of the McKinley law.

Yours, truly,

WILLARD WARNER.

T. B. Evans, Geneva, Ill.

Since England has refused to receive any live stock from us, why not apply same rule to her? This country furnishes the best stock on the globe, and only importers want the fad of importation attached to their name to help victimize the unknown. Nine-tenths of the bucks to be used next fall were contracted for a month ago in Canada, and at such prices we can not do anything only at mutton prices. Our exports

of sheep to England for mutton have been growing fast, which helps out the ranchmen. The cut off is a serious blow to them, while she in return sends her sheep from Canada here at mutton prices for breeders.

The American Cranberry Trade Company.

The American Cranberry Trade Company, principal office, 116 Warren street, New York, was organized some twenty years ago under the auspices of the American Cranberry Growers' Association for the special purpose of extending the market and demand for cranberries.

For some eighteen years we worked with very limited capital and made very little progress; about a thousand bushels each year was about the maximum quantity shipped; these were taken mostly in Liverpool and London. There did not seem to be encouragement to continue and work on the same lines.

Always having had faith in a foreign market for our fruit if the proper effort was made, I interested myself to secure the cooperation of the majority of the cranberry growers of the country in united effort to settle the question. Pledges were secured of a 3 per cent contribution of the crops to aid in the enterprise. It so happened that the first season after securing these pledges the crop of the country reached its maximum height of about 1,000,000 bushels. Without the general knowledge that this effort was to be made abroad, prices must naturally have fallen very low, possibly below cost of production, but the fact that this effort was to be made and was being made abroad seemed to serve as a stimulus to the home market. And while I succeeded in placing about 5,000 bushels on the other side, the market at home remained remarkably steady and uniform during the whole season.

If you care for the details of my work you will find it printed in the several reports of the proceedings of the American Cranberry Growers' Association, which I mail you under separate cover.

The financial results of the enterprise did not show a profit, and by the majority it was not expected to; that was a secondary purpose in the matter. However, the net price realized was above the cost of production, and probably about equal to the net returns of the average producer. For the last two years we have had smaller crops, for which there has been a home market, and a majority in interest, either wisely or unwisely, determined to continue the enterprise on a conservative basis, shipping only such quantities as would be taken at fair prices. The result has been a sale each year of about 3,000 bushels, as against 1,000 before the effort was made, and when you consider that this represented about two months' work on my part, it would seem to me to demonstrate clearly that there is a large market there within our reach if we will only make the proper effort to secure it. Just at the present time I think cranberry growers are realizing that a mistake has been made in not having a representative abroad the present season. With a crop only two-thirds of what it was in 1883, cranberries are now a drug in the market, and much lower in price than I have ever known them at this season of the year.

It is said the Lord helps them that help themselves. We had hoped that after our effort to help ourselves the Government might do something to aid our industry, which has become an important one. It takes lands that are practically valueless for any other purpose and makes them productive as garden spots. We have thousands upon

thousands of acres still undeveloped of this class of land that is only hindered from development by fear of overproduction.

On our fruit exported to England there is no duty, but our exports to Canada are taxed heavily, and I am satisfied has cut off much of our trade in that direction.

Sessinghaus Milling Company, St. Louis, Mo.

The effect of reciprocity treaties negotiated by the Government, under the tariff act of 1890, was most favorable to the trade of St. Louis, permitting the exportation to foreign countries of increased quantity of flour, grain, agricultural implements, and other manufactured articles.

The effect of the repeal was greatly to diminish and in some instances to absolutely prohibit shipments to those countries.

In our judgment the reenacting of a reciprocity law authorizing the President to negotiate treaties with foreign countries would no doubt result in the extension of trade relations to an equal or greater extent than existed at the time of the reciprocity act. Diplomatic negotiations with foreign countries would serve to make known the advantage of this country as a source of supply of flour, grain, and manufactured articles, of which this country has a large surplus, and also bring to the knowledge of our people the market in which the articles needed here can be obtained to the best advantage.

Star and Crescent Milling Company, Chicago.

We desire to call your attention to the absolute necessity of some effort being made to further the establishment of reciprocal treaties with the various countries, both in Europe and in the southern part of this hemisphere, in which in years past the American miller has found a market for his product.

We may well say "in years past," for by the action of the tariff law of 1894 we have been either absolutely shut out of these markets, or if we sold to them at all, it has been only at ruinous prices and to dispose of the large surplus which it is impossible to dispose of on our home markets.

The capacity of the American mills was increased sufficiently to enable them to cater to the trade, and now that they are deprived of it, it leaves us with a production entirely too great for the needs of this country.

It is an industry that has always been a support to and not a drag upon the resources of the country, and we are not now asking for protection, but only a fair show in the competition with our foreign brethren. It is a fitting and a business-like resolve that, as far as possible, the American miller should have at least an even show to mill the product of the American farmer, but with the discriminating duties levied against their product as compared with those levied upon the raw material by many European countries, and the absolutely prohibitive duties of others, we have been unable to hold our own. If action is prompt this trade may be regained, but if delayed much longer it will be very hard to regain it.

It is not a question of large against small profits for the American miller.

We can not expect to do better than be placed on an even footing with our foreign competitors, and that means a very moderate profit, but if something is not done to enable us to find a market for our surplus product abroad, then we will be confronted, as now, by a situation that means nothing less than disaster for all, and bankruptcy for many members of a branch of manufacturing which has certainly heretofore been a credit to the country.

We wish again to call your earnest attention to the subject and to try and enlist your services.

We have certainly had enough of trouble in business circles to make it obligatory on every good citizen to do everything in his power to relieve the situation.

Aviston Milling Company, Aviston, Ill.

Since the abrogation of the reciprocity treaties we millers have had a hard row to hoe. Formerly we exported one-half of our output to the South American countries, Cuba, and Puerto Rico, and now we either have to lie idle or throw our goods on the American market, which is already overcrowded. This is working a great hardship on thousands of people and will cost the millers of the United States millions of dollars, unless the Government takes a hand and gives us a chance for our just dues. We do not ask anything only to be let into other countries on an equal footing with others. Our goods and American pluck and brains will do the rest. Your earnest support for this bill is solicited, and if ever a chance is given will be reciprocated.

Farwell & Rhines, Watertown, N. Y.

We are deeply interested in the question of reciprocity between this and other countries.

The flour manufacturing industry of the United States—than which there is none more important—is seriously suffering through unjust discrimination in Europe and South America against American flour. The reciprocity arrangements under the tariff act of 1890, though given little time in which to show their value, resulted in a notable increase in exports of American breadstuffs. The repeal of this act, we believe, has contributed largely to the paralysis and dangerous demoralization of flour milling in this country. We need not cite statistics, with which you are doubtless more familiar than we.

Other Governments jealously guard the interest of their flour manufacturers, and seem to consider them of national importance. Why should not ours? We believe the bill known as H. R. 3212, recently referred to the Ways and Means Committee, will, if it becomes a law, be of incalculable benefit in this direction. This belief, and our anxiety for relief, is our apology for thus addressing you personally to ask you to do all you can to aid in the passage of this bill now.

Anchor Mill Company, Superior, Wis.

We respectfully desire to call your attention to the bill now before Congress known as H. R. 3212, which intends to restore reciprocity arrangements with foreign countries as previously existed under the tariff act of 1890. Ever since these arrangements were repealed by the tariff of 1894 the flouring mills of this country have had cut off from them a very large amount of export trade, the loss of which has been the means of making the competition at home so keen that profits have entirely disappeared, and instead there is to-day hardly a mill in the country but what has a balance on the wrong side of the ledger. For the relief of this immense industry it is absolutely necessary that this bill be made law, as only through it, or through some measure having in end the same view, can this industry attain the strongly desired and much-needed relief.

The New York Biscuit Company, New York, N. Y.

During the period in which the reciprocity act was in existence the sales in Cuba of the old Van Derveer & Holmes Company, now incorporated in this concern, were fully 50 per cent better than they were previous to the institution of the reciprocity treaty. Since its abolition our sales in that island have materially decreased, but of course bad business and the present war are largely responsible for this.

Personally, I am in favor of anything that will have a tendency to lower tariff in foreign countries, because it is only under such conditions that we can successfully trade with them.

Thompson Milling Company, Lockport, N. Y.

When the so-called McKinley tariff was enacted, with the reciprocity feature, which, if our memory serves us right, was done by the lamented Hon. James G. Blaine having this reciprocity clause included, it brought great relief to the millers of the United States, because there is always a greater demand for our raw material (the grain) than the manufactured article (the flour). It is unnecessary to call to your distinguished consideration what a very great benefit it would be to this country if the 100,000,000 bushels or more of wheat exported annually could be manufactured into flour first, instead of being sent abroad for foreign labor and mills to turn into flour.

George Tomlinson & Son, Perry, N. Y.

The awful depression in the milling business calls for relief. If it be in the power of Congress to do anything to relieve this terrible stagnation it ought to be done.

We need the legislation during this session of Congress. Ruin is in sight. Millers are already in the breakers. If we are compelled to await a change of administration there is no telling the magnitude of the pending disaster.

Cumberland Mills, Nashville, Tenn.

This company is deeply interested in all that is being done toward bringing about the reciprocity measure now before the Ways and Means Committee of the House. This is a matter of vital importance to the milling interest of this country, and it is one that, as a business measure, ought to have immediate attention.

Moseley & Motley Milling Company, Rochester, N. Y.

The flour-manufacturing industry of this country (which is its greatest and most important industry), owing to conditions favorable to growth and progress, and relying upon an outlet for its product through export trade, has attained a producing capacity far in excess of the demand for domestic consumption.

The tariff laws of most countries of the Eastern Hemisphere so discriminate against American flour in favor of our wheat (to the extent of absolute prohibition for flour in many instances), that although our flour mills are not being operated to more than half capacity, over 100,000,000 bushels of wheat, or about one-fourth of the average crop of this country, are annually sent abroad to be milled and sold, not only in the country where ground, but also to come in competition with American flour in other countries.

European Governments protect and foster the interests of their flour manufacturers, deeming their success of national importance. American millers must receive like assistance from this Government, or they can not live and prosper.

The repeal of the act of 1890 by the tariff of 1894 proved a serious setback to the export trade, as is clearly demonstrated by statistics. The exports of flour alone to South American countries, which showed an increase annually from 1891 to 1894, dropped off in one year (from 1894 to 1895), from \$3,253,176 to \$2,726,558, and in Spanish-American countries the prohibitive duty imposed at once on American flour cut us off from all the valuable trade which had been acquired there under our reciprocity treaties.

If immediate legislation is not had to restore the conditions enabling us to recover our trade in these foreign countries, it will be permanently lost. We are convinced that it may be recovered by the assurances of former customers, who desire to purchase our flour, if possible, and we are also confident that development of the same principles which have gained us a foothold in countries of the Western Hemisphere will push flour made in the United States into all markets of the world.

Miles & Son, Frankfort, Ky.

We do not consider this a party question, but the millers are in such sore need of some relief along this line that they would certainly feel, as a class, very kindly toward whichever party should be instrumental in securing relief that would enable them to do a profitable business.

The millers felt very much encouraged with the prospect of large markets in Cuba and South America while the reciprocity measures were in force, but they did not remain in force long enough for the mills

as a class to become established in those markets. We are satisfied that, should the proper measures be enacted, the mills of this country could and would grind all the wheat raised here, thus giving employment to large numbers of our own people. We desire especially to call your attention to the competition which we are compelled to meet from the French millers. Their tariff acts, practically, as a bounty on all flour exported. Being protected in their home markets, they can sell there for high prices. With a bounty on exports, they can sell in foreign markets lower than others. They have been selling flour in Great Britain for less money than any American miller can afford to sell.

Swartley Bros. & Co., Doylestown, Pa.

As members of the Pennsylvania Millers' State Association, we have been requested to write you in supporting H. R. 3212, a bill urging the establishing of the reciprocity act, set forth in an appeal of Mr. Barry, secretary, of Milwaukee, Wis. Milling in our State has assumed a terrible state of affairs, and anything that can be done on your part would undoubtedly relieve the millers of their burdensome position in the milling business.

Dauphin Roller Flouring Mills, Dauphin, Pa.

To save the milling industry of our country it is necessary to have some different legislation than that which is in force. Since Mr. Blaine's ideas of reciprocity have been abandoned, milling has been rotten. Will you do what you can for the restoration of these treaties? By doing so you will confer prosperity to the milling industry and all who are dependent thereon.

Ballard & Ballard Company, Louisville, Ky.

Under the reciprocity treaties negotiated by ex-Secretary Blaine, the flour industry was in quite a satisfactory shape, but the action of Congress in passing the Wilson bill has put us in the hole.

Millbourne Mills Company, Philadelphia, Pa.

We earnestly urge favorable and speedy action at the present session of Congress, as the relief it contemplates would be the greatest possible boon to the fraternity in which unfortunately we are deeply interested.

The Isaac Harter Company, Fostoria, Ohio.

While it was in effect in connection with the McKinley tariff bill this mill enjoyed a large trade with the island of Cuba, and particularly in Habana. Since reciprocity has been repealed, we have practically lost all of this trade, which amounted to about 75,000 barrels per year to

this mill alone. The total consumption of winter wheat flours in Cuba was upward of 1,000,000 barrels per year. Nearly all of this has now been lost to the United States and has gone back to Spain, which country has since been supplying the island. We urge upon you the necessity of bringing this bill to vote, and we also urge upon you to use your very best efforts for its adoption.

The Cleveland Milling Company, Limited, Cleveland, Ohio.

2. Flour from winter wheat.
3. Capital, \$325,000; number of persons employed, 85; value of annual output, \$1,000,000.
4. We market about 50 per cent of our output in the United States and 50 per cent abroad.
5. We sell direct to foreign dealers.
6. We have sent agents to foreign countries, and corresponded with buyers in those countries for the purpose of increasing our business abroad, and were meeting with good success until the abrogation of reciprocity relations with such countries compelled us to desist in our efforts.
7. France, Germany, Belgium, South America, and Cuba have within recent years enacted laws which have either shut out American flour or subjected it to such customs regulations as to lessen the volume of exports and render the shipment of flour to those countries unprofitable. We would suggest that a return to reciprocity relations and retaliatory measures, similar to those prescribed by the McKinley bill, and such as are incorporated in the Kerr bill (H. R. 3212), now pending, or about to be brought before the House of Representatives, will materially aid in bringing back this trade, and thereby greatly increase the sale of American flour abroad.
8. Belgium has recently made a change in customs laws discriminating against American flour in favor of American wheat. France and Germany enacted laws several months previous to Belgium on the same lines.
9. The removal or reduction of customs duties imposed by foreign nations upon the merchandise in which we deal would, no doubt, increase our business abroad by at least 50 per cent.
10. Our output is now about 75 per cent of what it was six years ago.
11. Six years ago wheat was worth about 85 cents per bushel at our mill. To-day it is worth about 70 cents. Wages are practically the same now as then; but have been obliged to curtail expenses, and thereby reduce our force of employees. Transportation rates by sea and land are somewhat less than six years ago, due to the fact that so little American flour is now being exported that steamship companies' capacity is greatly in excess of the freight moving, hence competition for the small quantity that is to be moved.
12. Flour is now selling from 70 cents to \$1 per barrel less than six years ago.
13. We have during the past year met with ruinous competition in Great Britain markets, especially in London and Liverpool, from the inroads of foreign flour, particularly that made in France, where the millers have a system of rebates which enables them to practically import wheat without cost of duty if a certain quantity of flour is exported. Up to January 1, 1895, we sold about 35,000 barrels of flour

in the London market. From January 1, 1895, to January 1, 1896, we have not been able to sell a barrel in that market.

14. Foreign competitors have not much the advantage of us in transportation charges, nor have they any advantage in the cost of manufacture. It appears to be simply a matter of duties.

15. We can, without doubt, place our flour in competition with foreign manufacturers in quality and prices if American flour is not discriminated against in favor of wheat.

16. We do not believe the total product of flour in the United States has decreased much, if any, during the last six years. Reference to the tables of export of American flour, to which you no doubt have access, will show you plainly to what extent the possible output in the line of flour manufacture can be increased under suitable laws and reciprocity relations.

17. Flour exported from the United States for 1894 was 16,859,553 barrels; exports of flour for 1890 equalled 12,082,691 barrels, showing a gain in exports during the short time reciprocity relations were established of 4,776,842 barrels. The output of flour mills in this country in the above-named years was about 55,000,000 barrels yearly.

18. Reciprocity treaties made in 1890 favored the export trade of flour very much, and their repeal tore down all the effort that had been expended to build up trade in European countries.

19. The effect upon farm products is effectively shown by statistics issued by the Agricultural Department at Washington, giving the value of wheat to farmers during the period that reciprocity relations were in vogue and since their repeal.

20. We urgently favor the application of the reciprocity principle to future tariff legislation, and the enactment of a law authorizing the President to negotiate reciprocity treaties with both the European and American nations so far as possible.

Commercial Milling Company, Detroit, Mich.

The milling industry is sadly demoralized for the lack of broader markets. There is enough milling capacity in the United States to supply the domestic trade by running three months out of the year. You can therefore readily see that reciprocity is what this industry sadly needs. We are all anxious for wider markets.

Our representatives by passing this bill will give us these markets, and we see no reason why the desired relief should not be extended to the milling industry, and it would be a benefit to the whole country and will be indorsed by the business community unanimously.

It will give the farmer better prices for his wheat and a quicker and more active market, and at the same time be "a feather in the cap" for the politician that will bring this about.

D. R. Barber & Son, Minneapolis, Minn.

We can not advance any new arguments why we should have reciprocal trade with foreign countries that you do not know, but we can assure you that it is of vital importance to our business, and we beg that you lend your powerful influence to the passage of the bill H. R. 3212.

Regina Flour Mill Company, St. Louis.

2. Manufacturing flour.
3. Capital, \$100,000; in actual use, \$200,000. Employ 43 persons. Value of annual product varies from \$400,000 to \$600,000.
4. Our market is both at home and abroad; proportion—home, 85 per cent; foreign, 15 per cent.
5. We sell direct to foreign dealers.
6. We have had agents traveling in Europe and the West Indies, supplemented by circulars and correspondence.
7. We are well aware of discriminations and obstacles in the laws of foreign countries that hinder, restrict, or prevent our trading with them. One way to remove them is by negotiating special treaties.
8. France has put discriminating duties on flour far in excess of the duties on wheat. By their rulings on drawbacks they practically give a material bounty on flour exports, enabling French millers to compete successfully with American millers in foreign markets. Thus we are not only shut out of French markets, but we are unfairly handicapped in the competition in other foreign markets. Belgium, a short time ago, also put a discriminating duty on flour compared to wheat. Sweden and Norway have done the same recently. The great advance in duty on flour in Cuba compared to that on flour imported from Spain immediately checked our exports.
9. The removal or reduction of duties on our flour by foreign countries would undoubtedly facilitate the extension of our export business.
10. Our output is but 50 per cent of what it was six years ago, due partly to the unfavorable customs of foreign nations, partly to unprofitable prices due to home competition, which competition has become more severe because of reduced exports, and also because of the insane increase in number of mills, especially at country points.
11. Cost of production is somewhat less now than six years ago, mainly in the item of cost of wheat. Six years ago No. 2 red wheat sold here at 78 to 79 cents. To-day it sells at 70 cents, an excessive price compared to value of spring wheat. The cause is the failure of the winter wheat crop last season. Coal is about 1 cent per bushel less. Wages are hardly less. Transportation to seaboard is about 15 per cent less.
12. Flour is fully 60 cents per barrel lower than six years ago.
13. French flour competes actively and successfully with ours in Great Britain, Belgium, and Holland.
14. The advantage of French millers is in the practical bounty they get, in lower wages to operatives, and in quicker delivery of flour to buyer.
15. Under untrammelled conditions we can compete with foreign manufacturers so as to supply the importing countries with most of the flour they need above their own wheat production.
16. Through the increase of milling capacity, especially in the Northwest, the flour production of this country has increased.
17. Our home consumption of flour is estimated to be about equal to 315,000,000 bushels wheat per year. The natural surplus for export would be all of the crop in excess of this quantity. Our mills could grind it all if they had untrammelled foreign markets opened to them.
18. The general effect of reciprocity treaties was most marked on our flour exports, because in this line we excel in cheapness and quality, no other country at this time having equal natural and acquired advantages as we have now—excellent quality of wheat, most perfected mills,

ready means of transportation by rail or water at comparatively moderate prices.

19. Answered in preceding paragraph.

20. We do most decidedly favor reciprocity treaties as being the part of practical politics. We do not yet live in an ideal age, when nations will concede to each other all their natural advantages, but rather we see that each one tries to get the advantage over the other, the same as private parties or individuals do in their private dealings.

Huegely Milling Company, Nashville, Ill.

Hoping we will not intrude too much upon your valuable time, we would beg to call your attention to H. R. bill No. 3212, now before your honorable committee. As exporters of flour we are considerably interested in the passage of this bill, which we hope will take place at an early date. It seems to us that it is beyond question that the passage of this bill will prove of vast benefit to the business interests of our whole country. It is also an incontrovertible fact that the repeal of the reciprocity treaties of 1890 has proven very harmful to American industries. The statistics, evidence, and statements furnished your committee conclusively prove this, and our own experience as exporters of flour to Europe and the West Indies compels us to fully indorse all statements furnished the committee by the friends of reciprocity.

This country exports annually about one-fourth of its wheat crop, owing to the tariff laws of nearly all European countries, which discriminate so much against American flour in favor of American wheat.

If no such discrimination existed this wheat could be ground by American mills (which are running but half capacity), thus enhancing the price of wheat and giving employment to large numbers of our now idle people. But under existing conditions this fourth of our wheat is sent abroad, there to be ground and sold, not only in the country where milled, but also to come into competition with American flour in other countries.

Our own export trade to Cuba, for instance, which had assumed handsome proportions and promised to increase rapidly, is literally wiped out under present conditions, while that to European markets has also suffered considerably. However, we deem it unnecessary to present further arguments. You have ample evidence before the committee that the repeal of the reciprocity treaties worked great harm to American industries, and also that the past has taught us that the enactment of reciprocity treaties has proven of great benefit to the whole country. The principle of reciprocity will commend itself to everyone having the best interests of his country at heart.

Taylor Brothers Milling Company, Quincy, Ill.

We can hardly hope to add anything of value to what has already been said, but it is our belief the millers are not asking for favors at the hands of our Government, but simply for such legislation as is dictated by sound business principles. The great advantages secured by the act of 1890 can readily be proven by Government statistics, and, we believe, are unquestioned; also, the loss of these benefits can be

equally well proven by statistics of exports since the passage of tariff bill of 1894. We believe that our trade in foreign countries, which has been lost through discriminating tariffs in favor of wheat, and practically prohibiting flour, can all be regained and largely increased if proper legislation is had without delay, but if this does not come soon our trade in these foreign countries will be permanently lost.

European Governments appear to be doing all that they can to protect and encourage the interests of their flour manufacturers, as their success is certainly a matter of national importance, and American millers must receive assistance of a similar nature from our Government, or the trade can not hope for prosperity.

We believe the legislation asked for by the millers is only such as is dictated by sound business principles, but it is feared that owing to the present Congress being so reluctant to touch upon tariff legislation, the bill will simply be referred to the next session and action indefinitely postponed. This means we shall not get any relief for two years or more. We need this relief at once, especially at this time, in order that the benefits may be obtained from the coming crop of wheat. Otherwise, many more milling plants will be obliged to suspend operation and financial losses will continue to multiply.

Bernhard Stern & Son, Milwaukee, Wis.

There should not be any doubt at all by anybody conversant with our state of industry at the present time that we must insist on foreign countries treating us on a more equitable and just basis. While it is certainly of great moment to make efforts to increase our exports to South American sections, yet this country's attention must be directed more to western Europe, with its more dense, intelligent, and industrial population, in a temperate climate, where the consumption of all necessities of life is by far larger per capita than South American countries, with their hot climate and principally uncivilized population, whose wants are of the most simple character.

Europe maintains now industrially a hostile position toward our country. They are not producing enough food to get along without us, and purchase our raw material, but favor the flour manufacturers of their own country by much higher tariffs on flour than on wheat, thus shutting out our manufactured article. The most unjust treatment is exercised through legislation by France, which taxes, in favor of the flour industry, their own people, through a very high tax on flour and a by far smaller tax on wheat; and not only this, France, to encourage their flour manufacturers still more, gives a rebate on flour exported and made from foreign wheats, which gives the French millers a decided advantage over the millers of the United States and takes away a great deal of our trade with Great Britain, Belgium, and the Netherlands, which we controlled heretofore almost exclusively as far as the importation of flour is concerned. In this way France is building up their own mills and pulling down ours. We should think that we are strong enough to demand from European countries more equitable international treatment.

Our country is undergoing a change in its character. Having been formerly principally an agricultural nation, it is now tending to a large extent to become an industrial nation, and with this change the duty of our Government is to protect our large laboring classes. We are

importing large amounts from Europe, of which the larger part is labor value, while we are exporting in exchange to the same countries mostly raw materials with very little labor, and it is evident if we do not insist on European government regulation of our commercial exchanges on a labor-value basis that our country must finally suffer.

Regarding the milling industry in this country specifically, we ought to export, in the shape of flour, almost all of the 100,000,000 bushels of wheat now exported as raw material. We have more than the necessary capacity, and are able on account of our ingenious machinery and methods of doing our business, to compete with any other nation, notwithstanding that the rate of freight on wheat from this country to Europe is always less than on flour, but the millers can overcome this disadvantage if they are not obstructed by the greater one of prohibitive legislation.

We wish respectfully to extend to your honor a most urgent appeal to give your valuable support to the passage of the above mentioned bill, which we think covers all the necessary requirements, and by no means to allow this present session of Congress to adjourn before relief is provided for our exporting manufactories.

Daisy Roller Mill Company, Superior, Wis.

We appeal to you for early action, at this session of Congress, for the relief of the milling and other manufacturing interests of the country by passage of bill H. R. 3212, or a measure of like character. The restoration of reciprocity treaties between this and foreign countries is not a question of politics. The advantages that were secured by the act of 1890 are unquestioned, and are attested by statistics. The loss of these benefits by its repeal is likewise plainly demonstrated by reference to the Government reports of exports since the tariff enactment of 1894. We need immediate action on this matter, and if we are obliged to wait two years longer before we can attempt to regain the export trade that we have lost many milling plants will have to suspend operation.

We trust that you will give this matter your very serious consideration, as it is of vital importance to the manufacture of flour in this country.

Sparks Milling Company, Alton, Ill.

We appeal to you in behalf of ourselves and hundreds of millers vitally interested in reciprocity measures with Spanish-American countries. The flour milling business in the United States to-day is demoralized, and in a crippled condition. The overproduction is alarming, and competition in Great Britain, Belgium, and Holland, our principal export markets, is getting more severe all the time. We need a broader market. We must have it or many honest, old, and well-established firms will fail. The McKinley tariff helped us on account of the reciprocity clause attached to it. During the two years it continued our mill alone sold a quarter of a million dollars worth of flour to Cuba. It was our best trade because it was the most profitable, and it was growing. Millers were stimulated to enlarge their capacities on account of this increased business. The blow that destroyed it has struck us

hard. We appeal to you as being the leading power in the House of Representatives, and hope, so far as it lies within your power, you will favor legislation looking toward reciprocity treaties with Spanish-American countries.

We sell also, in a small way, in Nicaragua, Venezuela, Honduras, and Costa Rica, but the trade can never be large, for the reason that their duties are fearfully high and collections difficult to make. With lower duties on flour in those countries our trade would be increased. Business makes banks, and we could, in time, transact a safe business, as we did in Cuba. The value of manufactured flour in the United States exceeds that of any other manufacturing industry, not excepting steel or iron. Unlike most industries, it is not combined in large corporations or trusts. This is an element of weakness with us and not one of strength. However, when it comes to voting, we vote strong, and we generally vote the right way. We believe that four-fifths of the millers in the United States are Republicans straight, but we do not wish to talk politics in this letter. We appeal to you in behalf of the struggling millers, every one of whom would be benefited by reciprocity treaties favorable toward the exporting of our flour.

It is true that the big millers do the big part of the business, but it takes that much away from the country and gives the smallest miller a better home market. We do not give you a lot of statistics. These have been collected and placed before the proper officials in the House. We do, however, solicit your interest in our behalf and thank you in advance, most cordially, for whatever you may do to assist us in our great struggle for the improvement of our condition.

The Fryburg Roller Mills, Fryburg, Pa.

The flour manufacturing industry of this country (which is its greatest and most important industry), owing to conditions favorable to growth and progress, and relying upon an outlet for its product through export trade, has attained a producing capacity far in excess of the demand for domestic consumption. European Governments protect and foster the interests of their flour manufacturers, deeming their success of national importance. American millers must receive like assistance from this Government or they can not live and prosper. The repeal of the act of 1890 by the tariff of 1894 proved a serious setback to this trade, as is clearly demonstrated by statistics. If immediate legislation is not had to restore the conditions enabling us to recover our trade in these foreign countries, it will be permanently lost. Therefore I pray you to use your influence, urging the necessity of early action, at this session of Congress, for the relief of the milling and other manufacturing interests of the country by passage of the bill H. R. 3212, or a measure of like character.

Lexington Roller Mills Company, Lexington, Ky.

We are interested in the bill known as H. R. 3212, its object being the reenactment of the reciprocity laws for various articles, and we are especially anxious that it should be passed so as to apply to flour. We are in the milling business and have felt the effects of the trade being

cut off from the mills who were doing the business with foreign countries while the law was in force. We do some export business, but so far it has been confined to Great Britain and Ireland, and did not come directly in contact with the countries where the reciprocity clause applied. However, since its abolition quite a number of the mills who were interested in that business have given more attention to the local or American trade, and we have felt the effect of this competition in the sales we have made in the Southern territory.

We believe a reenactment of the reciprocity tariff would enable the mills to get more flour out of the country and in this way help the entire milling business, both large and small mills in like proportion.

Kauffman Milling Company, St. Louis, Mo.

2. Manufacturing flour.

3. \$200,000.

4. About \$2,000,000.

5. Direct to foreign dealers.

6. Yes. By personally visiting the foreign trade. Met with success only in the United Kingdom. Other countries (excepting Holland and Norway) have higher duties on flour than on wheat, which prohibits favorable arrangements.

7. Yes. Spain, France, and Germany have higher duties on flour than on wheat. No remedy unless by reciprocal treaties or retaliatory legislation.

8. None, except in Belgium, which country has followed in the footsteps of France and Germany.

9. Difficult to answer. In 1891, when France temporarily reduced flour duties to a parity with wheat, we sold in sixty days, during the period of such reduction, \$300,000 worth of flour. We have made no sales in that country since the duties on flour have been restored.

10. Owing to crop failure in this section, this year is not a fair criterion. Last year we made about 75 per cent of our output of six years ago.

11. Wages about the same; cost of raw material about one-third less; transportation 10 to 20 per cent cheaper

12. Far less satisfactory. Profits have been small or nil.

13. None in this country.

14. None where import duties are on a parity (on wheat and flour), except freight is cheaper on wheat than flour, and foreign labor paid lower wages.

15. Our quality is equal or superior. Our prices are a shade higher.

16. Have no reliable figures at hand.

17. Have no reliable data, but estimate 70 per cent domestic and 30 per cent for export.

18. Favorable. First month after said duties went into effect we sold in Cuba and Puerto Rico \$80,000 worth of our product. After that date sales averaged about \$25,000 per month during the time treaty was in force. Previous to the treaty sales averaged \$3,000 to \$4,000 per month, and since the repeal sales averaged \$2,000 to \$3,000 per month.

19. Have no accurate knowledge, except that agricultural products have declined in value during the period supervening since repeal of reciprocity.

20. Yes; most emphatically.

Have endeavored to answer questions propounded as clearly as possible, using our own business as a basis. Will state that we are greatly in favor of reciprocal treaties, not with Spanish-American countries alone, but with those European countries which, at the present time, place discriminating duties on flour as compared with wheat, so that, while they import our raw material, they exclude our manufactured article.

The Northwestern Elevator and Mill Company, Toledo, Ohio.

2. Manufacturers of flour and feed from winter wheat.

3. Capital, \$350,000. Number of men employed, 80. Value of product in 1895, \$986,390.

4. Both at home and abroad.

5. We sell direct to our own correspondents, on through bills of lading.

6. Yes; by personal visitation in the United Kingdom, France, and Holland; also by correspondence in Belgium, Germany, Norway, Sweden, and Cuba.

We have conducted a regular trade in the United Kingdom since 1891, and have a regular trade in that quarter now, except that it has been restricted this past year on account of the relatively high price of winter wheat, due to crop failure in America; and especially in the south of England has the restriction of our trade been intensified on account of a bounty arrangement which the French millers have enjoyed from the French Government, for about a year, by which they have been able to undersell us enough in the south of England to embarrass us in the matter of competition.

In 1891 we sold some flour in France, but prompt action early in 1892 by the French Government for the benefit of the French millers barred us out, and we have not been able to sell any flour in France since. In 1893, 1894, and part of 1895 we had a growing trade in Belgium, but action taken by the Belgian Government last year, by which a duty was imposed upon foreign flour, while foreign wheat was admitted free, put a complete stop to our trade in that quarter.

Although flour is admitted into Holland free of duty, we have had no trade in that country since early last year. This has been due partly to the high price of winter wheat as compared with spring wheat and partly to the influence of the French bounty system. Holland consumes the cheaper grades of flour almost entirely, and her imports the past year have been confined entirely to cheap spring wheat flours from the Northwest and cheap French flours from France.

The French bounty system would work against us some in Belgium this year, even if there were no discriminating duty on flour into Belgium, but not enough to bar us out, as Belgium prefers fairly good grades of flour, and will give the preference to American red winter wheat flour on account of its superior quality, other things being equal.

We have sold some flour in Germany, but not as a regular thing, as the duty on flour is so much greater than the duty on wheat that we can not compete with the home miller, except in extreme cases, such as temporary abnormal demand due to domestic shortage.

7. We are aware of obstacles in the way of an extension of trade to all countries except the United Kingdom and Holland. In the United Kingdom and Holland there are no obstacles imposed by the governments of those countries. The French bounty system, however, works

strongly against us in holding trade even in these countries. All other countries impose a relatively higher import duty on flour than on wheat, and to that extent we are barred out from doing business in all foreign countries except the United Kingdom and Holland.

The only suggestion we can make is to encourage reciprocal trade relations. This suggestion does not imply that we are in favor of any measure involving retaliation. We are in favor of empowering our Administration to effect reciprocal treaties, but are not in favor of empowering our Administration to inaugurate and put in force any retaliatory measure. In other words, we believe commercial conquest is desirable when it can be carried on by friendly diplomacy, but we believe commercial warfare between nations, involving arbitrary retaliatory measures, would be worse for the business community than powder and ball warfare.

The introduction and adaptation of the reciprocity idea should be conservative and sure, and effected largely along diplomatic lines. You can not adopt and introduce reciprocity one year and then revoke it the next. In that event business would be unsettled and no one in the trade could tell what to expect from one year to another.

8. Belgium, France, Germany, Norway, and Sweden have all manipulated their import duties on flour and wheat during the past five years in such a way as to practically prohibit us from selling any flour within their borders.

The repeal of the reciprocity clause of the so-called McKinley tariff act greatly restricted the ability of every American to sell flour in the West Indies and Brazil. It was fortunate for the flour millers of America that this law was in force for so short a time in view of its repeal.

If the milling business of the United States had become well established on the basis of the reciprocity act and it had then been repealed it would have resulted in a panic and bankruptcy among American millers that would have taken them many years to recover from.

9. Many contingencies are involved in No. 9, such as the scarcity or abundance of the raw material from year to year in our own country, or the scarcity or abundance of the same from year to year in the country in which we were seeking trade. Other contingencies might be cited. We can say with positiveness, however, that with the import duty the same on both wheat and flour into any foreign country we could build up and hold from year to year sufficient trade in such a country to do what we would call a regular and established business in that country; some years more and some years less, the same being dependent on the natural contingencies.

10. In 1895, 235,103 barrels of flour; 1889, 235,370 barrels of flour.

11. Expenses, 1895 and 1889, on almost an identical production, as follows: 1895, \$72,380; 1889, \$69,522. The above does not include cost of raw material, which figures we have not at hand.

13. Partly answered in No. 6. In addition, will say we meet with competition of the home millers of the countries to which we export, also from Austro-Hungary. Our principal competition, however, in the United Kingdom is from our own neighbor millers in America.

14. At present the French millers enjoy the benefit of an export bounty cited above; also the home manufacturer has the advantage over us by so much as the difference between the duty on the raw material and the duty on the manufactured article.

There is a plan being developed in Russia whereby the aid of the Russian Government is to be secured for the transformation of the Russian export trade in wheat from the raw material to that of the manu-

factured article. Every year this scheme is drawing nearer and nearer to the point of practical issue, and in a very short time the millers of western Europe and the American export millers will have to encounter a competition from that source which will tax them to their utmost to meet.

15. We can compete in quality: (a) Because America's system of raising and gathering grain is the best in the world, thus giving us the best raw material in the world; (b) because our skill in manipulating the raw material is the best in the world; (c) because our machinery is the best and most economical in the world—due to Yankee ingenuity. Much of the benefit derived from the above advantages are paid out in relatively higher wages, and if they were not we could not with these advantages overcome the relatively higher duty now imposed upon the manufactured article by nearly all foreign countries.

16. The capacity to produce has increased, not from any marked increased demand for flour, but because of a large increase in the milling capacity at the head of Lake Superior, due very largely to speculative causes. This has all occurred during the past six or seven years. The effect of this speculative development at the head of Lake Superior is more than represented by the milling capacity at that point, because the building of these mills, large in themselves, forced other millers in other localities to increase their daily capacity whereby they might reduce the manufacturing cost per barrel in order to compete with them.

The result has been an overcapacity to produce and a constant oversupply upon the market, while on the other hand there has been a constant tendency to restrict the market, the only exception being the reciprocity act of 1890, which was of short duration.

17. The present milling capacity of the United States is sufficient to work up all the wheat now raised in the United States and more, too. Every bushel of the wheat that is now exported from this country as raw material could be manufactured into flour at home and exported, if the way was open for the American miller to place it in foreign markets.

18. The effect of the treaties was favorable and for a time seemed to solve the problem as to what would be done with the increased production of flour, due to the speculative boom in mill building at the head of Lake Superior. The effect of their repeal was exceedingly prostrating to the flour trade of the entire country; while it did not directly affect all mills, yet indirectly it affected every mill in the United States by causing a ruinous competition at home, where the offerings could not be absorbed, even at a loss to the miller.

20. Yes, along lines suggested in our remarks under No. 7.

The Shelby Mill Company, Shelby, Richland County, Ohio.

2. Flour from winter wheat.

3. Capital, \$150,000. Number of persons employed, 50. Average value of annual product, \$500,000.

4. Our market is both in the United States and abroad, the home market being 70 per cent of our product, and the foreign market 30 per cent.

5. We sell direct to foreign dealers.

6. We have made direct efforts in the past three years to extend our foreign trade by sending salesmen into foreign countries with samples

and authority to sell. We met with success in England, Scotland, and Ireland. We succeeded in establishing some trade in Belgium, but the duty recently imposed by the Belgian Government on flour has caused us to lose the trade in that country. We met with no success in France, Germany, Norway, and Sweden.

7. The reason we were unable to place our product in the countries named in which we were not successful in extending our trade, was that said countries imposed discriminating duties against flour, in that the rate of duty charged on flour is much in excess of the rate charged on wheat. As a means of bringing about the removal of such discriminating duties, we would recommend the enactment into law of the Kerr bill (H. R. 3212), or a measure similar. The discrimination practiced by foreign countries must be met by such measures as will enforce their removal. A fixed policy on the part of this Government antagonistic to discrimination in any form must necessarily meet with ultimate approval by the manufacturers in foreign countries who seek the United States as the best foreign outlet for their product. A policy such as we suggest, that would cause the removal of the discriminating duties on flour, would tend to lower the price of breadstuffs in those countries to which we would extend our trade. Hence, it would meet with approval at the hands of consumers there, and would in turn be supported by the manufacturing element abroad (aside from millers), who would be seeking to extend their sales in the United States in return for the extension offered American millers in the sale of American flour.

8. On the 1st of January, 1895, Brazil placed a duty on flour of from 40 cents to 50 cents per barrel. The falling off in exports of American flour to that country in 1895 was 200,000 barrels, in round numbers. About a year ago Belgium imposed a duty of 38 cents per barrel, and the result has been that in the past six months the shipments of American flour to Belgium have been but about 12,000 barrels, whereas before the imposition of the duty, and during the years 1892, 1893, and 1894, the exports of American flour to Belgium have averaged 200,000 barrels annually. The changes in Cuba and the Latin-American countries in their tariffs since the abrogation of reciprocity treaties have brought about a loss known to exceed 1,000,000 barrels annually, and estimated as high as 2,000,000 barrels of flour annually. The policy of France (adopted within the past few years) of paying a bounty on the export of French flour, is enabling French millers to make serious inroads on the trade in Great Britain, formerly supplied by American mills. The amount of French flour sold in Great Britain in the past twelve months was 2,300,000 barrels. Previous to the adoption of the present French policy in this respect, the market in Great Britain for French flour was practically nothing, as American flour was used instead, being cheaper. The sales of American flour in France in 1892 were over 200,000 barrels, brought about by a temporary suspension of the discrimination against flour, but reimposed at the solicitation of the French National Millers' Association. In 1893 and in 1894 less than 2,000 barrels per annum of American flour were marketed in France, and in 1895 American sales were still further reduced to 1,102 barrels to France.

9. The removal of the discrimination against flour would, in our opinion, enable the mills of the United States to increase their annual output, in due course of time, to nearly, if not quite, 100 per cent of their present business. Flour can be made cheaper in the United States than in any other nation in the world, because of our improved machinery and superior methods generally. The means of communica-

tion with the populous countries, of Europe in particular, are so excellent, and the rates of freight so low, that our facilities would be unsurpassed by those of any other people. Furthermore, American wheat is acknowledged to be superior in flour-making qualities to the wheat of most other countries. It is practically at our mill doors, and there is no evident reason why, with the removal of discriminating duties, the mills of the United States should not put their flours into every available port on the globe. With the increased demand thus stimulated in the extension of American flour markets, the product of wheat in this country would be increased and the agricultural situation improved to that extent. At present, the demand for flour being limited to our domestic markets and the markets of Great Britain, we find the milling business unprofitable and more generally prostrated than any other great manufacturing industry in the land.

10. The output of our establishment is practically the same as six years ago, whereas, had we facilities for extending our trade abroad, we would have increased it very materially.

11. Six years ago wheat was worth 80 cents per bushel at our mill. To-day it is worth 65 cents. We are paying practically the same wages to-day as six years ago, but are working 10 per cent less men. The enforced economy, brought about by the competition for the home trade and the restricted markets abroad, has resulted in a reduction in cost of flour full 5 cents per barrel over the cost of six years ago. Transportation rates at this time (six years ago) to Liverpool were 30 cents per hundred. To-day the rate is 20 cents per hundred. The inland rate is but 4 cents less per hundred than six years ago. There is less freight moving by ocean lines, and consequently the competition for what there is makes the ocean rate but about half what it was six years ago. Notwithstanding the low rates, we are unable to ship largely.

12. The selling price for flour is from 75 cents to \$1 per barrel less than six years ago.

13, 14. Answered in Nos. 7, 8, and 9.

15. We can compete with the foreign manufacturers of flour in quality and excel them, but the difference in quality is more than made up by the difference in price, and in this the foreign manufacturers have the advantage, because they are aided by the discrimination against American flour and the admission of American wheat at lower duties than on flour.

16. The total product of flour in the United States has not materially changed in the last six years.

17. The total exports of flour from the United States in 1894, under the McKinley law, were 16,859,533 barrels. The total exports of flour for 1890 were 12,082,591 barrels, showing a gain in exports under the reciprocity treaties of 4,776,942. As near as can be ascertained, the output of the flour mills in the United States in the years named was 55,000,000 barrels each year. The domestic trade has suffered largely by the falling off in volume of consumption since 1893. This is our own experience as millers, and is verified by the experience of many others, to our certain knowledge. The increase, since 1890, in foreign trade was just so much aid to millers in maintaining their average output. Had the channels for foreign trade remained open, the extension of trade abroad would have gone on, and a certain degree of prosperity in milling would have been maintained. We estimate the natural surplus of flour for export (if the mills of the United States were producing to their full capacity) would, in the course of a few years, amount to enough to convert into flour the entire product of wheat in this country. The necessity for new foreign markets is made apparent by

the knowledge that the mills of the country are not in operation to exceed eight months annually at the present time. We believe favorable legislation and reciprocity treaties would increase the aggregate output of flour at least 25,000,000 barrels annually. It is not out of reason to say that, under favorable conditions, the manufacture of flour in the United States could be increased within ten years by 50,000,000 barrels, all of which would find a market abroad, and the production of wheat and every industry connected with the milling business would be proportionately stimulated. These figures are the result of careful investigation by M. H. Davis, the president of this company, and were placed before your subcommittee at the hearing granted Mr. Davis in behalf of the Winter Wheat Millers' League, on February 25.

18. The general effect of the reciprocity treaties, made in 1890, was highly favorable to the export trade in flour. The effect of their repeal was to tear down practically all the trade that had been built up under such treaties.

19. The effect upon farm products, particularly wheat, was far reaching. The price of wheat fell in 1895 to the lowest point it has reached since 1860, and is to-day 65 cents per bushel, as compared with 80 cents to 90 cents, the average value of wheat for the preceding ten years.

In further answer to questions Nos. 18, 19, and 20, we quote an editorial on the northwestern miller, appearing March 20, and in which we heartily concur and thoroughly indorse, as follows:

The effect of the reciprocity arrangements referred to was favorable in the highest degree to the foreign commerce of the United States, and especially to that portion of it contributed by the millers. Reciprocity met with the hearty approval of all millers, irrespective of party. It was regarded as the most intelligent aid to our foreign trade ever given it; as a common-sense, businesslike policy, based on principles which were without question sound, logical, and thoroughly good. Practical experience under its provisions, made by practical business men, increased the favorable sentiment which its inauguration awoke. By its means our export trade in flour found new fields in which to expand and develop, and an enterprising and aggressive spirit was gradually extending our exports into countries hitherto unknown to us. The milling industry had just begun to appreciate and profit by the reciprocal arrangements, when, by an utterly useless and seemingly unreasonable move, Congress completely destroyed them.

The effect of their repeal was extremely bad. It was a blow at our commerce—unexpected, unnecessary, and most ill advised. It resulted in a serious loss of foreign trade, with no apparent gain from any quarter.

It is both expedient and advisable to apply the reciprocity principle to future tariff legislation. This idea meets with the approval of millers generally, without reference to party. They regard it as a common-sense and businesslike settlement of the tariff question, the true principle upon which our trade with foreign countries should be conducted. A general law authorizing the President to negotiate reciprocity treaties with foreign nations, as far as possible and as soon as possible, would, in our opinion, be of immense advantage to our export trade, and of vast benefit to our country generally.

Much can be accomplished by diplomatic negotiations in extending our export trade. Countries now closed to us completely by prohibitory tariffs could unquestionably be opened by such negotiations. At present, as far as American flour is concerned, we have pushed our trade, industriously and with enterprise and vigor, in every land from which we are not barred by tariffs so high as to be practically prohibitory. Many markets opened to us by reciprocity have become closed by its repeal. These might be easily recovered by intelligent negotiation.

The Cowgill & Hill Milling Company, Carthage, Mo.

As we have never given especial attention to the export trade, but have done it through a third party, we could not answer intelligently many of the questions asked. We will say, however, that we consider reciprocity treaties, properly gotten up, as simply sound business sense

in politics, or perhaps better than that, in statesmanship. And how anyone with good business judgment can for a moment withhold their approval of measures that take advantage of an importing business to further the exports of both our natural and manufactured products is difficult to see. In our own line of business the sale of several millions of barrels of flour was lost to the milling interests of the country by the abrogation of the treaties. There can be no doubt of our ability, if need be, to force commercially an acknowledgment of the benefits received from this as a selling market by granting us privileges in return. It is a matter of business.

The Cowgill & Hill Milling Company, of Carthage, Mo., is engaged in the manufacture of wheat flour, with capital of \$120,000, employing when run to limit of capacity 45 hands. Much the larger part of our product is placed in the domestic markets; that which goes abroad is placed for the most part through commission dealers. Are not sufficiently familiar with the action of foreign countries upon the matter of flour imports to comment upon them, but do know that our sales abroad for the past three years have not been one-fourth of what they were during—say the preceding three years, for the reason that most of the time we could not get cost for our flour.

Our present output is about one-half that of six years ago. Cost of production practically the same, aside from the cost of wheat, which is materially less. Labor the same.

We consider the general effect of the reciprocity treaties to have been very favorable to the export business of the country, and most heartily indorse the application of the principle to future tariff legislation, though we think the treaties that might be made would be far more likely to be based upon sound business principles if they could be formulated by a commission of business experts in sympathy with the objects to be attained, rather than by parties with no especial training in that direction.

We think that the immense advantage that our enormous imports of articles of foreign growth and manufacture that can not be profitably produced within our own borders should be fully utilized in developing markets for our own products, both raw and manufactured.

Kehlor Brothers, St. Louis, Mo.

2. Wheat flouring mills; having one mill 3,000 barrels capacity and another of 4,000 barrels capacity every twenty-four hours.

3. Over \$1,000,000. Employ 230 to 240 men. Value annual product over \$5,000,000.

4. We find our market at home, and also in Europe and South America. About 60 per cent is exported, and 40 per cent is marketed in this country.

5. We sell direct to foreign buyers.

6. We have continually made efforts to extend our foreign trade, and of late years have been successful in the United States of Colombia, Republic of Costa Rica, British Honduras, Venezuela, and Brazil. During the period when the duty was 88 cents per 100 kilos to the Island of Cuba and other Spanish dependencies, we sold to those markets between 150,000 to 200,000 barrels annually. Since the duty has been advanced to \$4 per 100 kilos, our sales have not been over 25,000 barrels per annum, and since the war restrictions they have not been over the rate of 5,000 barrels per annum.

7. Prior to the discriminating duty recently established in France as against flour and in favor of wheat, we shipped to France about 100,000 100-kilo sacks of flour per annum. Since the establishment of that discriminating duty, we have not shipped a sack, but have lost the trade entirely. We have experienced a similar result in our trade with Sweden, Belgium, Switzerland, and Germany. Our shipments to those countries would aggregate 200,000 sacks per annum prior to their discriminating duties.

You ask, can we suggest any means by which the obstacles to our trade can be removed? We can think of no other manner than a reciprocal system of tariffs and a complete shutting out from this country of all products of those countries that discriminate against our manufactured articles and in favor of our raw material, which we think would result in a continued trade in our manufactured articles, principally those produced from raw material, in which we excel other countries in the production thereof. This would give more money and better wages to the laboring community of America than all the labor associations that are in existence can bring forth, and probably be the best solution of the labor problem that has ever been accomplished. It would not hurt the farmer, because foreign countries do not come here for food especially, unless they are forced to from necessity, when they would take the manufactured article as quick as the raw material. It would also enable our own people to buy and consume much more liberally the farmer's product than they are able to do now. Again, we would sell them our labor in the shape of manufactured articles, instead of sending them gold to pay for our importations.

8. We have already mentioned foreign countries who have lately imposed discriminating duties in favor of our raw material as against our manufactured articles. We have had enough experience in this trade to feel and realize that unless we can force those foreign countries heretofore mentioned to make more equitable duties in regard to wheat and flour, ruin complete and unmistakable is bound to overtake the largest manufacturing interest in this country, and that is the flour-milling interest, as fully 50 per cent, in our opinion, of the flour manufacturing capacity is dependent on foreign trade, and should the whole of the mills begin to compete and depend upon the home trade, or what they can get of it, ruin to the interest can be the only result.

9. We believe that nondiscrimination duties imposed by foreign countries on our wheat and flour, and the same duties imposed upon imports from the United States by those foreign countries as they impose on the imports from other countries, would result in the extension of our export trade far beyond what it has ever been, and at the same time would secure to the millers of the United States almost a monopoly of the flour imports of foreign countries, for this reason, that there is no wheat-producing foreign country whose facilities for moving wheat from the point of production to the point of manufacture, and from thence to the seaboard, are equal to the United States; and further, no wheat-producing country in the world has developed the manufacturing of wheat equal to the United States; neither are they in any shape to compete with our mills yet.

10. We have two less milling establishments than we had four years ago. One large mill we lost by fire, which we have not rebuilt, and to-day we could not sell the two properties we presently own for 50 per cent of their cost or what we could erect them for. We believe that this will apply to almost any mill in the United States that is not exceptionally well situated, and for the past three years we have not run the mills over 60 per cent of the time we have run them six years ago.

11. The present cost of production of flour compared with six years ago is only about 65 per cent. Wages have been reduced, the cost of all milling supplies, repairs, and machinery have been reduced, and the the cost of raw material and transportation compared with six years ago is fully 25 per cent lower. The last two items, as far as cost is concerned, are dependent upon the competition of foreign shipping countries and the crop produced in this country.

12. Present selling prices compared with those of six years ago are as follows: Six years ago we got easily from 10 to 15 cents per barrel over and above the cost of manufacture. For the past two or three years we have not got over 50 per cent of this advance on cost and a great portion of the time no advance on cost.

13. French millers can buy our wheat, manufacture it into flour in France, and compete to advantage with us in all European markets that we can ship to. This is on account of their system of import duties, which results in a bounty or equivalent to all French millers who export.

14. We have not yet come to any knowledge where foreign competitors either in the cost of manufacture or transportation charges to foreign markets have any advantage of us.

15. We believe that the millers of the United States can compete advantageously with any foreign manufacturer in quality and price under the same circumstances. We mean by foreign manufacturers, millers who are in wheat exporting countries and who manufacture there, but we do not mean that we can compete with millers who are manufacturing in countries where they can import raw material at a less price than the manufactured article.

16. Manufacture of flour has decreased in the last six years, although the population of the United States has increased considerably.

17. We do not believe that over 50 per cent of the wheat produced in this country can be absorbed in our domestic markets. The balance is used for export and for seeding purposes. If all the capacity of the mills in the United States were utilized in manufacture for the home trade and the balance for export, we believe the entire surplus would be exported in the shape of the manufactured article. The milling interest, in our opinion, is too large for almost any necessity; at the same time we believe it can be made profitable if run 75 per cent of the time per year.

18. The effect of the reciprocity treaties made in 1890 were favorable to the export trade of the United States; they kept the flour trade in a healthy condition, and were the reason of the fine development of that industry that has placed us ahead of all other milling countries. The effect of their repeal is the disastrous condition of the milling trade now existing. Immediately after the abrogation of the reciprocity treaties by foreign countries some few years ago, the New York Tribune wrote us asking our opinion regarding what the result would be. We think we are on record with them stating at that time that the result would be, in our opinion, that wheat in St. Louis would never be worth over 75 cents per bushel under any circumstances, except comparative famine. Since that time we have had poor crops, but the price of wheat has never stayed one week in this market over 75 cents per bushel, and has been as low as 40 cents per bushel, and it did not reach 75 cents per bushel by legitimate means.

19. The effect on farm products has been a production of other articles besides wheat to such an extent that it has reduced their value lower than any record of any previous years.

Our replies to inquiries 17 and 18 are from actual experience and an experience in this trade steadily since 1858.

20. We favor the reciprocity principle in future tariff legislation from beginning to end, believing the present system is as direct an exhaustion of the strength of the United States as can possibly be adopted. We believe that the producing capacity of the United States of raw material is the basis of all comforts that both rich and poor can get; their manufacture is just so much more additional, as it disposes of our labor with raw material. Any legislation that cuts off our labor in the shape of manufacture of raw material simply impoverishes the country, and especially the laboring portion of the country, just that much. We believe that any country that will discriminate against our labor should be shut off commercially from the United States altogether. We would be better off and have the gold that they would otherwise draw from us and which we need very badly.

Sperry Flour Company, San Francisco, Cal.

We are a corporation organized under the laws of California, running twelve different flour mills, and manufacture about a million and a quarter barrels of flour per annum, of which about 45 per cent is exported. A large number of the markets with which we deal are open to free trade, and therefore have no injurious customs regulations. We refer especially to the Asiatic markets, but we would call your attention to the heavy duty imposed upon the flour shipped to the Philippine Islands, a colony of the Kingdom of Spain. This duty, amounting to \$2, Mexican, per barrel, besides port charges, makes a very heavy discrimination in favor of Barcelona flour, which is shipped thither direct from Spain. A short time ago our correspondents wrote us that the colonial government threatened to demand \$2 in gold per barrel, instead of Mexican, but our correspondent made earnest remonstrance and the threat was not carried out.

Our country imports large amounts of sugar, hemp, and other products from the Philippine Islands, a very considerable proportion of which is admitted almost free of duty, and it seems to us that it would be no more than fair that a reciprocal benefit should apply to our own American products; at all events if reciprocity should again become the policy of the country, we hope the Philippine Islands will be placed on the same basis as Cuba, and American flour admitted free at Manila, as it was formerly at Habana. This last point we insist upon as only even-handed justice.

PROVISIONS.

CIRCULAR OF INQUIRY TO MANUFACTURERS.

COMMITTEE ON WAYS AND MEANS,
HOUSE OF REPRESENTATIVES,
Washington, D. C., March 4, 1896.

SIR: In order that they may give more intelligent consideration to pending and proposed legislation, the subcommittee of the Committee on Ways and Means of the House of Representatives in charge of bills relating to reciprocity arrangements and commercial treaties would be greatly obliged if you would forward them, at your earliest convenience, your views and suggestions, and such information as you are able to furnish upon the following points, namely:

1. Give full name and address of firm or company.
2. Lines of manufacture.
3. Amount of capital, number of persons employed, and value of annual product.
4. Do you find your market at home or abroad, and, if both, in what proportion?
5. Do you sell direct to foreign dealers or through commission houses?
6. Have you made any direct effort to extend your foreign trade; and if so, by what means, with what success, and in what countries?
7. Are you aware of any discriminations or obstacles in the laws or customs regulations of any foreign country that restrict or prevent the extension of your trade; and if so, can you suggest any means by which they may be removed?
8. What changes have recently occurred in the tariffs of foreign countries so far as they relate to your lines of manufacture?
9. How far would the removal or reduction of the customs duties imposed by foreign nations upon the merchandise in which you deal aid in the extension of your export trade?
10. What is the output of your establishment compared with that of six years ago?
11. How does the present cost of production compare with that of six years ago; including wages, the cost of raw material, and transportation rates by sea and land?
12. How do present selling prices compare with those of six years ago?
13. What competition do you meet with from foreign manufacturers, and in what markets?
14. What advantages do your foreign competitors have over you in the cost of manufacture and in transportation charges to foreign markets?
15. To what extent can you compete with foreign manufacturers in quality and prices?

16. Has the total product of the United States in your line of manufacture increased or decreased during the last six years?

17. What proportion of the total present and possible output in your lines of manufacture in the United States can be absorbed by the domestic market; and what would be your estimate of the natural surplus for export if all manufacturers in your lines were producing to their full capacity? (The purpose of this inquiry is to secure as accurate an estimate as possible of the necessity for new foreign markets to the manufacturers of the United States.)

18. Was the general effect of the reciprocity treaties made in 1890 favorable or unfavorable to the export trade of the United States, and what was the effect of their repeal?

19. What was the effect upon farm products particularly?

(If your replies to inquiries 17 and 18 are based upon actual experience, please give details as fully as possible.)

20. Do you favor the application of the reciprocity principle to future tariff legislation, and the enactment of a general law authorizing the President to negotiate reciprocity treaties with both European and American nations, so far as possible?

These inquiries have been forwarded to several hundred persons, firms, and corporations who are engaged in the manufacture of various lines of merchandise that enter into the export trade, and the replies are intended for publication with a report which the Committee on Ways and Means will make to the House of Representatives; but, if so desired, any information received will be regarded as confidential. All values should be expressed in United States gold, and all quantities in our weights and measures.

Any suggestions or information of value bearing on these subjects that is not called for by the above inquiries will be appreciated.

I am, sir, your obedient servant,

A. J. HOPKINS, *Chairman.*

REPLIES.

Armour & Co., Chicago, Ill.

2. The lines of trade engaged in are provisions, glue, hair, wool, and fertilizer.

3. We deal with the following foreign countries: Great Britain, France, Germany, Holland, Sweden and Norway, West Indies, and South America.

4. While at all times pushing trade throughout Europe, we have during the past year made a special personal effort to extend our trade in South America, with some success.

5. We are not aware of any discriminations in the customs regulations of any foreign country restricting our trade, and regard heavy duties as the chief obstacle to increased trade.

6. We are not aware of there having been any important tariff changes recently affecting our lines of product.

7. The removal or reduction of the customs duties imposed by foreign nations would place this country in respect of provisions in the front rank, and would inevitably increase our export trade enormously.

8. Our domestic business has increased since 1889 about 37½ per cent, owing to enlarged facilities for distribution and organized effort to

increase trade. About one-eighth of our total business has been with foreign countries.

9. Our selling prices do not materially differ from those of six years ago.

10. In the cost of merchandise dealt in by us, foreign competitors rarely have any advantage over us. Our trade with the South American Republics is seriously hampered by lack of reliable transportation facilities. Exact advertised dates of sailing enable dealers in South America to order goods from foreign competitors with assurance of shipment at regularly specified times, while we have to submit to the movements of the irregular steamships with no settled dates for departure or arrival.

11. We can compete favorably with foreign merchants both as to quality and prices.

12. The general effect of reciprocity treaties made in 1890 was favorable. There was prospect of marked improvement, shown by increased inquiry, and business with South America was stimulated by investigation as to trade requirements. While during the operation of these treaties insufficient time was given for actual development, considerable progress was made and unquestionably would have continued had these treaties not been repealed.

13. We favor the application of reciprocity principles to future tariff legislation.

Covering, nearly as we can, other items alluded to, we would say that foreign competitors in our lines of business have the advantage over us of cheaper wages and more reliable means of transportation; yet, we feel that both as to quality and prices we can compete favorably. We realize the disadvantages arising from lack of regular transportation perhaps to a greater extent than anything else, except the high duties.

The effect of the repeal of the reciprocity treaties, we think, was disastrous to farm products, inasmuch as grain exports are largely regulated by the extent to which manufactured goods are taken in exchange for them, and the uncertain character of the communication between the United States and South America has, to some extent, given indirect comfort to the grain growers of Chile and Argentina.

As consumption of our products is very largely regulated by their relative cheapness or dearness, we have no doubt the removal or reduction of customs duties would very greatly increase the demand and would employ fully the present capacity for production.

In general, we would say that we decidedly favor the reenactment of reciprocity treaties, believing their effects would be beneficial in our own and in all other lines of trade.

Mr. Edwin Ross, of Armour & Company, Chicago, Ill.

In furtherance of the interests of the firm, I visited Brazil last year and made a careful study of the requirements of that country in the line of pork products.

For a number of years supplies of this nature have been drawn from this country to a considerable extent, but we are unable at this writing to give any comparative figures showing the volume of exports during the period of the existence of the recent reciprocity arrangements and since their repeal. There is no question in our minds, however, that

under reciprocity arrangements we can be assured of a continuance of our relations on a larger scale than at present, and this will apply to the manufacturing interests in this country in general as well as those of the packing industry. We consider the present import duty exacted by the Brazilian Government on provisions excessive, and any adjustment of same on a more equitable basis would be hailed by us with much satisfaction.

In conversation with our consular agents in South America I learned that the official returns at the various ports conclusively showed that American manufacturers in general were making substantial headway in the introduction of their goods under the last reciprocity treaty, and that since its repeal the ground then gained has been lost to a large extent.

Owing to the peculiar climatic conditions the development of that country will constitute it an importer of all manufactured goods on a constantly increasing scale, and any reciprocity arrangements that can be satisfactorily arrived at between the Brazilian and American Governments, of a thoroughly practical nature, in our opinion, will prove of greater value to this country in general than is fully appreciated at the present time.

In order to derive the full benefits of such reciprocity arrangements, however, fast steam communication by regular line of high-class steam vessels is nothing short of an absolute necessity. England, France, Germany, and Italy have been and are unrelenting in their efforts to place the Brazilian buyer in the closest possible touch with the manufacturers in these countries.

Our European neighbors are extremely jealous of the practical monopoly they enjoy in South America, and if this country hopes to compete successfully, equal transportation facilities will have to be offered. This lack of regular fast-mail communication places this country at present at an inestimable disadvantage.

Moreover, the establishment of banking arrangements, whereby the interests of American manufacturers will be carefully guarded and encouraged, would seem to be highly desirable, as it is but natural that English banks, having practically a monopoly in South America, will favor their own countrymen and place as many obstacles as possible in the way of direct competitors.

I have made reference to these matters of transportation and banking to further emphasize the desirability of a reciprocity treaty, as without such it can not be hoped with any degree of confidence that these enterprises could be conducted successfully. Each will materially aid the other for the general good of the American manufacturer.

The Cudahy Packing Company, Chicago, South Omaha, Sioux City, and Los Angeles.

2. Beef and hog products of all kinds, inclusive of oleomargarine, beef extract, pepsin, etc.

3. Amount of capital, \$3,500,000. Twenty-five hundred persons employed. Eighteen million dollars worth of annual product.

4. The bulk of our trade is at home, but we export between \$3,000,000 and \$4,000,000.

5. The United Kingdom and the Continent of Europe. We sell directly to foreign dealers, but to the South and Central American trade we sell through commission houses at the various seaboard cities.

6. We have made no special effort to extend our foreign trade, exclusive of correspondence.

7. We know of no discrimination against American products compared with those of other countries, with the exception of France and Germany, which require the Government microscopical examination of meats before permitting them entrance. We would call your attention, however, to the very heavy duty charged by both France and Germany upon American meats, amounting to about $2\frac{1}{8}$ cents per pound, or, on present market values, equal to about $33\frac{1}{3}$ per cent ad valorem. We certainly think it would help the export trade in hog products if this restriction as to the importation of American meats were to be abolished, and very much so if the duty on these goods could be entirely removed. There is also practically a prohibition of the export of live cattle and dressed beef to Germany and France, but as these countries have taken very small quantities of these products in the past, the prohibition is of no great moment.

8. We know of no recent changes in the tariffs of foreign countries except a very slight increase in the tariff on canned meats imported into Germany through Hamburg and Berlin.

9. The removal of customs duty in France, Germany, and the other Continental European countries would undoubtedly help considerably the export trade in meat products.

10. The output of our establishment is considerably larger than it was six years ago, as we have recently added several packing houses.

11. We know of very little variation in cost, wages, and transportation, compared with the prices ruling six years ago.

12. The market for live hogs and cattle is constantly fluctuating, and therefore the prices of our manufactured product are also liable to wide fluctuation in value, and a comparison with those ruling six years ago is of little value.

13. The markets with which we deal are open to the competition of the world. In hog products our chief competitor is at present Denmark, for the trade of Great Britain; and in beef products Australasia and Argentina are sharp competitors, and are interfering considerably with the prices obtainable for American product in Europe. This competition is rapidly becoming of great consequence to the producers of farm products in this country. Denmark, for example, has within the past few years doubled her export of butter and hog product to Great Britain. Australia and New Zealand are shipping butter, beef, and mutton by the shipload, and Argentina also promises to be a competitor for the trade in butter, and especially in mutton.

14. Our foreign competitors have no advantage over us in the cost of manufacture, nor, to any great extent, in transportation. Their goods are, as a rule, no better liked, but the great advantage of our Australian competitors is cheaper raw material.

15. We can compete successfully with foreign manufacturers in both quality and price.

16. We do not think the total product of the United States in our line has varied very much during the past six years.

17. It is impossible for us to give any definite answer to this question, but, undoubtedly, as the population of the United States increases, our home market will become of more and more importance, and our foreign trade in meat products less.

18. We are unable to answer this question, as we do but little direct business with the countries with which the United States entered into reciprocity treaties.

19. We think the reciprocity treaties had but very little effect upon

the value of farm products, simply for the reason that European countries take ninety-five one-hundredths of these products, the ports of Liverpool and London alone taking of our goods nearly as much as the rest of the world combined.

20. We strongly favor the application of the reciprocity principle to all future tariff legislation.

In conclusion would state that, while our industry consists of manufacturing farm products, we can hardly be called "manufacturers," in the general use of this term. Our business relations being almost entirely with European countries, the action of any South or Central American countries has but little effect upon us. While we most certainly desire in every way the extension of the market for American manufactures abroad, still it seems to us that as long as American manufacturers insist upon a protective tariff for the sale of their goods in this country, they can hardly expect to compete in foreign countries with the manufacturers of Europe.

The National Provisioner Publishing Company, New York.

The National Provisioner is the organ of the meat and provision industries of the United States, and is so recognized both in the United States and in Europe. It circulates all over the world, and particularly in those countries in which American products are sold.

4. My constant effort as editor is to avail myself of every opportunity presented to urge extension of American trade in foreign countries. We accomplish this best by constantly pointing out the kinds of meats desirable in certain markets, and advising the trade to adhere as closely as they possibly can to the stated requirements. The result has been that now shippers study more closely what these requirements are, and shape their business accordingly. Thus, one packer will pack meats which are cured and prepared for the English trade only; another will pack beef or pork which would not sell to any other but a South American country, and so on. I recognize that we necessarily have a large surplus all the time of pork and beef products, and that any conditions that arise tending to harm or curtail our exports are at once a detriment to the industry, and must certainly, in the end, be a drawback to our agricultural interests.

The packing trade finds it difficult, however, to make the farmer understand that when meats of a certain kind, say lean pork products, are required the farmer has to do his share in meeting this changed demand, and consequently the farmers of countries which are more alert in these matters get the "inside track" and American products lose ground. I have oftener than once called attention to the subject, and only recently pointed out in my paper that American provisions were losing ground owing to the failure of our farmers to raise hogs more adapted to the market requirements of the times. It is not unlikely, however, that indifference on the part of our pastoral friends will continue to show itself until they learn by positive experience and are educated up to the fact that the day of the enormous lard hog has passed, and that if American products are to hold their own in foreign markets the farmer must do his share to maintain and retain that trade by adopting the suggestion of the packer or the commission merchant as to what the exact market requirements are. It stands to reason that if consumers in a certain section of say Europe, require meats of a certain kind it would be folly, and of course useless for any American exporter to

attempt to sell in that section if he can not meet its requirements. His inability to do so is now beginning to tell in our lessened exports and in the advance made by other countries, such as Canada and Denmark, whose farmers have studied the question out and have done so to some purpose.

5. I think that all foreign embargoes against American cattle and meats are unjust and are maintained more to stimulate domestic agriculture than on account of any belief that our cattle are diseased or our meats unhealthy. The latter, however, is the popular excuse, and in this lies the injustice and unfairness of restrictions. As to a remedy, I think it will be found in either reciprocity or retaliation. I favor the latter as embodied in Senator Proctor's bill, and do so on the assumption that if American meats are not good enough for Germans and Frenchmen, then the hundreds of German and French edible articles, largely adulterated, which are shipped over here are certainly not good enough for Americans. Your honorable body must know, however, that the sole cause of these restrictions is the strength of the agrarian movement in continental Europe. The protective system is having good results, and Germany this year has been unusually productive, both in cattle and hogs.

6. Since the passage of the Wilson bill nearly all the countries of continental Europe have either newly established or increased already existing embargoes against American cattle and meat products, and have added duties on such products as cotton-seed oil, which enters into the composition of a blended lard.

7. I think that the removal of duties as well as embargoes would very materially stimulate export trade.

8. What is the volume of your business compared with that of six years ago? As to this question, I will draw a comparison between our export business in 1895 as compared with 1894. Our exports in 1895 show a difference in value as compared with 1894 of \$18,898,577, which sum is unfortunately on the wrong side. In 1894 the value of our exports, consisting of cattle, hogs, canned beef, fresh beef, salted beef, tallow, bacon, hams, pork, and lard, amounted to \$173,376,118, and in 1895 to \$154,477,541. In 1895 we exported 118,762 cattle less than in 1894, representing a difference in cash on the wrong side of \$11,402,735.

Our exports of live hogs is a small matter at any time, but in 1895 the number increased by 759 head, representing a cash difference over 1894 of \$4,247. The Treasury makes no return of live sheep or dressed mutton exports; why, I do not know. Although there has been a good deal of talk during the year just closed about our canned products, and that they were becoming less popular abroad through competition from other countries, etc., our export returns show that in 1895 our canned-beef exports exceeded those of 1894 by 2,148,481 pounds, amounting in cash to \$270,460.

In fresh-beef exports a falling off took place, which is accounted for by the cattle shortage, which became so important a factor in the markets early in the year, and the existence of which the Department of Agriculture was so doubtful about. The figures, however, showing the shortage in cattle and beef exports tell their own story. In 1895 America exported 19,726,624 pounds of fresh beef less than in 1894, which difference represents in cash \$868,618. Our exports in salt beef were less in 1895 than in 1894 by 124,301 pounds, but the prices were higher, and a gain on the right side amounting to \$51,224 was recorded. Our tallow exports in 1895 were less than those of 1894 by 10,079,527 pounds, representing in cash \$534,866. This difference was to be

expected, and was one of those changes which the American trade can lay at the door of tariff changes, for tallow was placed on the free list by the Wilson bill. Our tallow exports were quite an item prior to the passage of the Wilson bill, but since then, instead of being exporters, we have almost become importers, with the result that the material has never been so cheap.

In bacon, 1895 shows an increase in quantity over 1894 of 516,442 pounds, but a difference on the wrong side in cash amounting to \$218,868, showing that lower prices for this article have ruled in 1895. In hams, the gain in 1895 over 1894 amounted to 14,655,224 pounds, representing in cash a gain of \$781,629. Pork, like bacon, shows an increased export in quantity in 1895 over 1894 of 5,695,092 pounds, but a loss in value amounting to \$314,004. The same remark applies to lard; in quantity, 1895 shows an increase over 1894 of 29,909,611 pounds, but in cash the difference on the wrong side amounts to \$2,554,049.

No very healthy figures can be expected on oleo oil exports for 1895. This trade has seen an exceptionally dull year, mainly due to the inactivity of the European margarine churners, consequent on the abnormal exports of cow butter from Australia and other countries. Tables show that in 1894 our exports of oleo oil amounted to 112,910,170 pounds, representing in cash \$10,678,609. In 1895 the quantity was reduced to 81,265,624 pounds, amounting in value to \$6,894,773, which means, in quantity, a falling off of 31,644,446 pounds, and in cash \$3,783,836. Calculating the entire year's business, the loss in 1895, as compared to 1894, amounts, as above stated, to \$18,898,577. England is our larger buyer, and I therefore append for the information of your committee some figures regarding our trade with that country last year, 1895, as compared with 1894. I also furnish some particulars of the progress made by other countries in supplying England's needs, which will show the growth of competition and give some idea as to how we are, to an extent, losing what we held heretofore as undisputed territory.

Of oxen and bulls, England's imports in 1895 were 413,337 head, against 471,794 in 1894. The imports from the United States of this stock fell off considerably. In 1894 we sent John Bull 381,657 head, and in 1895, 276,307. Canada likewise sent about 15,000 head less in 1895. Argentina took advantage of America's shortage and increased her figures by 30,000 head over 1894. England's imports of sheep and lambs increased considerably last year, the figures being: 1894, 484,597; 1895, 1,065,470, while 1893 was down to 62,682, of which we contributed none. The imports for 1894 and 1895 were mostly from Argentina, Canada, and the United States. Exporters on this side have no reason to be dissatisfied with their share of the increased business, although the largest share went to the South American Republic.

In 1894 we exported to England 198,138 head, and in 1895 the figures were increased to 453,250. Canada's shipments for 1894 were 135,622 head, and for 1895, 214,310. In 1894 Argentina shipped John Bull 73,446 head, but closed the year 1895 with the big total of 308,094. The value of these imports was increased from £88,530 in 1893 to £804,823 in 1894, and £1,782,544 in 1895. These figures show enormous jumps, and suggest that England is now buying sheep for their wool, for the increased consumption of mutton in two years of itself would hardly increase the imports nearly fourteen times over in value and seventeen in quantity. In 1894 England imported 3,689,604 hundredweight of bacon, which was an improvement over 1893 of about 500,000 hundredweight. In 1895 the total was 4,063,418 hundredweight.

This shows an increase in quantity, but a diminished valuation of

about \$150,000, which might reasonably be expected in view of the low values of the past year and keen competition. Of the total quantity for 1895 the United States contributed 2,649,482 hundredweight, or an increase over 1894 of about 100,000 hundredweight. Denmark's contribution was 1,013,930 hundredweight, which nearly doubled her figures for 1894. Canada improved in 1895 by over 14,000 hundredweight.

The imports of hams show a steady increase with each successive year. The total for 1895 was 1,289,518 hundredweight. Of this the United States sent 1,203,157 hundredweight, an increase over 1894 of 127,887 hundredweight. Canada's figures for 1894 were 50,576 hundredweight, but in 1895 these were increased to 81,707 hundredweight.

England's fresh mutton imports in 1895 amounted to 2,610,375 hundredweight, an improvement of about 300,000 hundredweight over 1894. The largest proportion was received from Australasia (1,670,968 hundredweight), Argentina (715,296 hundredweight), and Holland (167,228 hundredweight). Of 220,168 hundredweight of salt pork imported into England in 1895, 122,902 hundredweight was from the United States, and the balance from other countries not specified. We did better in 1894 by about 28,000 hundredweight. The increase from "other countries" in 1895 was about 23,000 hundredweight, while the grand total of all shows a decrease in 1895 of about 5,000 hundredweight.

Butter imports show an increase in 1895 over 1894 of over 250,000 hundredweight, while margarin, on the other hand, shows a gradual decline for the past three years, the totals being: 1893, 1,299,970 hundredweight; 1894, 1,109,325 hundredweight; 1895, 940,168 hundredweight. The total for 1895 is made up as follows: Norway, 9,377 hundredweight; Holland, 878,827 hundredweight; France, 28,132 hundredweight; other countries, 23,832 hundredweight.

Lard imports for 1895 show an increase over 1894 of 342,172 hundredweight, the figures being: 1894, 1,400,516 hundredweight; 1895, 1,742,688 hundredweight, of which this country sent 1,681,619 hundredweight.

From 672,763,274 pounds of wool imported into England in 1893 the figures have increased in 1895 to 770,961,360 pounds. Of this total Australasia contributed 541,394,383 pounds.

England's tallow and stearin imports and exports are interesting to the trade on this side, if only to show what the placing of tallow on the free list has done to hurt our foreign trade in this product. In 1893 we sent to England 312,412 hundredweight; in 1894, 181,879 hundredweight, and in 1895, 104,009 hundredweight. Since 1893 Argentina has actually doubled its contribution, the quantity for 1895 being 102,789 hundredweight, against 51,618 hundredweight in 1893. Australasia has increased its figures likewise, as may be seen. In 1893 the total imports from there were 1,049,019 hundredweight; in 1894, 1,424,797 hundredweight, and 1895, 1,804,249 hundredweight. In this connection it is well to point out that the exports of candles from England in 1895 show an improvement over 1894 by over 4,000,000 pounds, and that the exports of soap also increased by 153,615 pounds. The exports of tallow and stearin in 1895 increased over 1894 by 207,000 hundredweight.

John Bull is a large exporter as well as importer. In 1895 he exported provisions (including meat) to the value of £940,785, which most likely were American, for the embargo countries on the Continent.

Our Wilson bill enabled him to double his wool exports in 1895, for which year the total was 21,717,300 pounds, against 12,984,900 pounds in 1894.

That the difference is due to our tariff is proved by the fact that in 1894 England exported to the United States 5,898,000 pounds, as against 13,823,400 pounds in 1895.

9. Present prices, I should roughly estimate, are about 25 per cent less than they were six years ago. This, I think, is due to the fact that during the dull times of the past three years consumption of all kinds of meats, both at home and abroad, fell off fully 35 per cent, and to the fact that the supply continued normal and perhaps more so in regard to hog products. Values on the European market have also depreciated through Danish competition. That country of late years has come up wonderfully in the production of bacon and has been producing a very choice article at a very low figure, so low in fact as to admit of little profit. The Danes, however, have practically driven Irish curers out of the business and have hurt America's trade considerably. The Danish Government has been very paternal in the matter and has done everything to help both the farmer and the packer.

10. I am not prepared to say in extenso what advantages, if any, our foreign competitors have. Of course, the schedule of wages paid to workmen in Europe is much less than in America, but I think this circumstance is offset by our labor-saving devices and the fact that we conduct operations on a much more extensive plan. On this latter account I think that we are also favored in the matter of freights, although I can not say positively that this is so.

11. Our beef of late has improved wonderfully in quality, so much so as to hold its own in the English market with the best; and when I say this I think I might as well be understood as saying that it is as fine as any produced. Of course it does not sell as well as the home-produced article, or what is known as "prime Scotch," but that it can be passed off as such is evidence that there is nothing against it except that it is "American." Our bacon and beef products are always sold in Europe less than the home article, and are not so good. Our curing, etc., is done on too gigantic a scale to receive as close attention as that bestowed by English, Irish, and Danish packers; and another reason, and perhaps the primary one, for the inferior quality of our bacon, etc., is that our farmers will not study the feeding and breeding of hogs closely enough so as to meet the demands and requirements of the foreign market.

12. Was the general effect of the reciprocity treaties made in 1890 favorable or unfavorable to the export trade of the United States, and what was the effect of their repeal? The reciprocity treaties referred to were decidedly favorable to exporters and the effect of their repeal was to very much narrow export trade.

13. Do you favor the application of the reciprocity principle to future tariff legislation, and the enactment of a general law authorizing the President to negotiate reciprocity treaties with both European and American nations, so far as possible? I am in favor of any legislation that will open all ports to American products. As I said before, we always have a surplus above our own consumptive demand, and the easier and freer our export possibilities are the better off will the trade be and the more the farmer will get for his output, whether in cereals or animals.

As I said before, I shall be glad to furnish you any other information you may desire, and beg to assure you that you can use this communication as you may elect. I think that consular reports on export possibilities, if intelligently circulated, can do a great deal of good, and I think that the Government would benefit American industries very much by sending intelligent, well-posted men around the world to ascertain how the United States can extend its exports.

Yours, respectfully,

JOHN FANNING O'REILLY.

Plankinton Packing Company, Milwaukee, Wis.

2. Pork and beef packers.
3. Our cash working capital is \$250,000; employ, on an average, 475 men; value of annual output, about \$5,000,000.
4. Our markets are about evenly divided between home and export trade.
5. We sell both direct to foreign dealers and through commission houses.
6. Have made considerable effort to extend our foreign trade with England, France, and Germany, with good success in England, but just fair success with Germany and France.
7. France imposes a duty on American pork, as does also Germany, and these countries, generally speaking, discriminate against our production of pork, principally. We have no suggestions to make as regards the removal of this discrimination, any more than that of increasing the duties on wines and like goods from those countries. The South American and West Indian countries do not discriminate especially against American pork product, but their duties are, in a great many instances, as heavy as 100 per cent, or equal to the price of the goods, and sometimes over. They are large consumers of American hog product, and, by reciprocity, might be induced to lower these duties, which would undoubtedly increase the consumption.
8. No recent changes that we are aware of.
9. The removal of duties by Germany and France would probably increase the business there from 35 to 50 per cent.
10. Can not answer; were not in business six years ago.
11. The cost of production of our goods, as to wages, is the same as it has been for six years. By this we mean that we have not reduced wages, nor has the the scale of labor been reduced (only in some localities), to our knowledge, within the past six years.

The cost of our raw material varies considerably and would not have any significance whatever; that is, as far as the difference is concerned. The inland freight rates are the same as they were six years ago. The ocean freight rates have been nominally lower than at that time.
12. Selling prices relatively lower on everything.
13. The principal foreign competition is from home-grown hogs in England, Ireland, Denmark, and on the Continent.
14. No advantages, excepting in Denmark, where hogs are slaughtered on a sort of cooperative plan, the raiser of hogs being interested in packing establishments located in a particular locality, and the basis of their prices to the raiser of the hogs is figured on the net returns of what the product sells for in the different markets, principally in England.
15. The foreign product in England, Ireland, and Denmark sells considerably higher than American. In quality, they claim it is better. Our opinion is that it is not
16. Refer you to the statistics as compiled by the United States Department of Agriculture.
17. Answered in No. 4.
18. As far as our limited knowledge in regard to reciprocity treaties made in 1890 goes we do not know whether it affected the trade in pork products or not. Should say that it did not.
20. We favor reciprocity and tariff legislation.

Cudahy Brothers Company, Milwaukee, Wis.

2. Pork packers.
3. Capital, \$1,120,000; average, 500 persons; \$6,000,000 average.
4. Both. About half each.
5. Direct and through commission houses.
6. Yes, establishing agencies. Great Britain, Belgium, Germany, Norway, Sweden, Canada.
7. Canada and Germany impose import duties in addition. Microscopic inspection required by Germany; prohibited altogether by France; Belgium imposes an import duty on lard compound.
8. Canada advanced duties; Belgium's duty is recent.
9. Think would double business.
10. About the same.
11. All about same.
12. About same.
13. Mostly Canadian and Danish. In all European markets.
14. Protective tariffs and exclusion of American meats.
15. If there were no restrictions, could compete successfully with all countries.
16. Decreased about 10 per cent.
17. Can not estimate, as have no statistics on subject. We must have foreign trade; otherwise, would have an overabundance for home consumption; consequently, lower prices.
18. Had very little effect on our branch of trade, as treaties were made with countries that do not use pork in any large quantities.
19. Had very little effect on our branch of business, as treaties were made with countries that do not use pork in any large quantities.
20. Yes. Think reciprocity treaties with Canada, France, and Germany would remove all restrictions against pork and beef products and double our exports of meats. We base this opinion upon the fact that England, with free trade, takes fully 50 per cent of all meats exported from United States.

TEXTILES, ETC.

CIRCULAR OF INQUIRY TO MANUFACTURERS.

COMMITTEE ON WAYS AND MEANS,
HOUSE OF REPRESENTATIVES,
Washington, D. C., March 4, 1896.

SIR: In order that they may give more intelligent consideration to pending and proposed legislation, the subcommittee of the Committee on Ways and Means of the House of Representatives in charge of bills relating to reciprocity arrangements and commercial treaties would be greatly obliged if you would forward them, at your earliest convenience, your views and suggestions, and such information as you are able to furnish upon the following points, namely:

1. Give full name and address of firm or company.
2. Lines of manufacture.
3. Amount of capital, number of persons employed, and value of annual product.
4. Do you find your market at home or abroad, and, if both, in what proportion?
5. Do you sell direct to foreign dealers or through commission houses?
6. Have you made any direct effort to extend your foreign trade; and if so, by what means, with what success, and in what countries?
7. Are you aware of any discriminations or obstacles in the laws or customs regulations of any foreign country that restrict or prevent the extension of your trade; and if so, can you suggest any means by which they may be removed?
8. What changes have recently occurred in the tariffs of foreign countries so far as they relate to your lines of manufacture?
9. How far would the removal or reduction of the customs duties imposed by foreign nations upon the merchandise in which you deal aid in the extension of your export trade?
10. What is the output of your establishment compared with that of six years ago?
11. How does the present cost of production compare with that of six years ago; including wages, the cost of raw material, and transportation rates by sea and land?
12. How do present selling prices compare with those of six years ago?
13. What competition do you meet with from foreign manufacturers, and in what markets?
14. What advantages do your foreign competitors have over you in the cost of manufacture and in transportation charges to foreign markets?
15. To what extent can you compete with foreign manufacturers in quality and prices?

16. Has the total product of the United States in your line of manufacture increased or decreased during the last six years?

17. What proportion of the total present and possible output in your lines of manufacture in the United States can be absorbed by the domestic market; and what would be your estimate of the natural surplus for export if all manufacturers in your lines were producing to their full capacity? (The purpose of this inquiry is to secure as accurate an estimate as possible of the necessity for new foreign markets to the manufacturers of the United States.)

18. Was the general effect of the reciprocity treaties made in 1890 favorable or unfavorable to the export trade of the United States, and what was the effect of their repeal?

19. What was the effect upon farm products particularly?

(If your replies to inquiries 17 and 18 are based upon actual experience, please give details as fully as possible.)

20. Do you favor the application of the reciprocity principle to future tariff legislation, and the enactment of a general law authorizing the President to negotiate reciprocity treaties with both European and American nations, so far as possible?

These inquiries have been forwarded to several hundred persons, firms, and corporations who are engaged in the manufacture of various lines of merchandise that enter into the export trade, and the replies are intended for publication with a report which the Committee on Ways and Means will make to the House of Representatives; but, if so desired, any information received will be regarded as confidential. All values should be expressed in United States gold, and all quantities in our weights and measures.

Any suggestions or information of value bearing on these subjects that is not called for by the above inquiries will be appreciated.

I am, sir, your obedient servant,

A. J. HOPKINS, *Chairman.*

REPLIES.

Phoenix Silk Manufacturing Company, Paterson, N. J.

1. Our company is the Phoenix Silk Manufacturing Company of Paterson, N. J.; Allentown, Pa., and Pottsville, Pa.

2. The manufacturing of broad goods and ribbons of silk.

4. Our market is entirely at home.

5. We sell nothing to foreign dealers.

6. We have made no effort to extend our foreign trade, knowing such an attempt would be useless.

7. We know of no discriminations or obstacles in the commercial regulations of foreign countries that prevent the foreign extension of our trade.

8. We know of no recent changes in the tariff on silk goods in foreign countries.

9. We do not think the removal or reduction of foreign customs duties on silk goods would enable us to export our own products, but the abolition of an import duty on silk goods would close our mills.

11. There is no material difference in the cost of production as compared with six years ago. Labor may be a trifle cheaper, while raw material averages about the same.

13. Competition is met with from manufacturers in nearly all countries of the globe, but most seriously from Japanese markets.

14. The advantage possessed by foreign competitors over ourselves is in the cost of labor, which is from one-tenth in Japan to about one-half in Lyons.

15. With the existing duty we can compete with foreign manufacturers in the sale of medium-priced fabrics, but to enable the American manufacturers to compete with manufacturers of fine goods in Europe there should be a greater duty on expensive goods beyond a certain limit of value, and the Japanese goods which can not be at all made by American competitors should be appraised on a silver basis and the duty paid accordingly in gold. As the basis of Japanese production is silver, they come into our gold market on an appraisement which is only about 55 per cent of what it should be.

16. The total of silk manufacturing in the United States has increased during the last six years.

17. All the total present output in the silk line can be absorbed by the domestic market. There would be no surplus for export if all silk manufacturers were producing to their full capacity, if times were good, and the undervalued Japanese goods could be kept out of the country.

18. We believe the general effect of the reciprocity treaties of 1890 were undoubtedly favorable to the export trade of the United States, and that an unfavorable effect followed their repeal.

20. We decidedly favor the application of the reciprocity principle to tariff legislation.

Rock River Cotton Company, Janesville, Wis.

2. Cotton batting, mattresses and pillows.
3. Seventy-five thousand dollars; 40; \$150,000.
4. Home.
5. Direct.
6. We sent a man to Canada, but tariff is against us.
7. If Canada would reduce tariff we might get some trade there.
8. None that we know of.
9. We can not say.
10. We had just started in business at that time.
11. It only cost one-third as much to produce goods, as far as labor is concerned (on account of improved machinery), six years ago.
13. We meet with no foreign competition.
14. We do not know.
15. Foreign competition does not hurt us in this country.
16. Increased.
17. About one-half.
18. We can not say.
20. Yes.

Fairmount Worsted Mills, Philadelphia.

2. We make worsted yarns.
3. We employ about 650 hands, and turn out product valued at about \$1,100,000 annually; as our annual output "in pounds" has increased in the last six years the average value per pound has declined.
4. Our market is entirely at home. The price of labor in this country,

that renders protection a necessity in woolen manufacturing, makes the resulting cost of goods so far beyond the cost of same thing made in any other country that export is quite out of the question.

5-12. The answer to 4 makes the consideration of these unnecessary.

13. Our only competition from foreign manufacturers is in the markets of the United States.

14. Our foreign competitors have these advantages over us: (a) Plants of much less cost, resulting from lower wages paid carpenters, masons, etc., engaged in building operations, with lower costs for many building materials. (b) Machinery paying a duty of 35 per cent (formerly 45 per cent) here, the equipment of a foreign mill is at proportionately less cost. (c) From *a* and *b*, and lower rates on money abroad, the "finer charges" are less to our foreign competitors. (d) In England, the wage list of our mills would be cut in half; on the Continent we could save nearly two-thirds; and as they run the same machinery at the same, or at a higher rate of speed, with the same number, or a smaller number of hands running the machines, the advantage to the foreigner in the matter of wages alone is enormous.

15. We can compete with the foreign manufacturer as to quality of goods; the answer to 14 shows that we are out of the race as to prices.

16. The total product in our line of business has increased in the last six years.

17. The mills making worsted yarn in this country generally ran throughout the year 1895 on full time, or nearly so, and the foreign manufacturers landed here 3,629,223 pounds of worsted yarn. It is certain that with all the looms of this country employed (and they have not been in several years past), the entire quantity of worsted yarn made here could be used here, and there might be need of an enlargement of the spinning plants to meet the demand.

18. We believe the "general effect of the reciprocity treaties made in 1890" was decidedly favorable to the export trade of the United States.

19. Having no practical knowledge, we do not answer this question.

20. Yes.

Springfield Woolen Mills, Springfield, Ill.

We have no foreign trade; and while we are strongly in favor of reciprocity, our benefits are only such as accrue from general prosperity.

Our line of business is suffering from the effects of changes made by the Wilson bill, and the passage of the Dingley bill would be of vast benefit to us as manufacturers, as well as to the sheep men, and if the bill could be passed at this session the benefits would be millions of dollars to this country.

John B. Stetson Company, Philadelphia.

2. Hat manufacturing.

3. Mexico largely; also, in a smaller way, London, England; Hamburg, Germany; Paris, France; South Africa; Australia; Canada; Buenos Ayres, South America; Sandwich Islands.

4. Have sent our own man to Sandwich Islands, New Zealand, New South Wales, Sydney, Melbourne, Brisbane, London, Hamburg, Mex-

ico, and Buenos Ayres. Sales have been made and agencies established in all of the places visited. With the exception of Mexico, Sandwich Islands, and London, our agencies have been established at too recent a date to aid us in forming an opinion, but we anticipate a fair measure of success.

5. We are not aware of any discriminations or obstacles in the laws or customs regulations of any foreign country that tend to restrict our trade any more than that of any other foreign nation entering into the same market. The only exception to this is that, employing higher labor than the manufacturers of other countries, the duty imposed upon our goods increases our difficulty in making sales, as to the necessarily high cost of our labor is added the duty upon that labor, which doubles our difficulties in effecting sales.

6. We are not familiar enough with the tariffs of foreign countries to know what changes have been made recently.

7. The removal of duties imposed by foreign nations upon our merchandise would remove the difference spoken of in our answer to No. 5 concerning the question of higher wages; without duties our higher wages would not be doubled as alluded to.

8. The volume of our business is about the same as that of six years ago.

9. Selling prices for qualities are the same, but not so many of the higher grades are sold; consequently the average selling price is somewhat lower, about 6 per cent less.

10. In the cost of merchandise (raw materials) our competitors have no advantage over us. In transportation charges to South America they have great advantage over us, having much better facilities and much lower rates, as we are informed. Their banking facilities also enable them to have a decided advantage over us, as all of our collections in Australia, Europe, Africa, and South America must pass through foreign hands, at an extra cost to us and great loss of interest by delay in collections. The lack of these facilities tells heavier on us where time is a factor in the problem, as in these days it is necessary to be in almost absolute touch with your customers in order to hold their trade. For these reasons banking facilities are badly needed direct between the United States and South America, and also a line of steamers that shall give us close and frequent connection.

Brigham-Hopkins Company, Baltimore.

Our little experience with South American trade encourages us to believe that legislation tending to encourage trade with that country will be a benefit.

In Mexico it is the high duties upon our goods that prevents very largely our doing business in that country, and in countries of South America it is want of banking privileges directly with New York; also the high duties upon our goods.

Rice, Sayward & Whitten, New York, N. Y.

Our business is the manufacture and sale of clothing at wholesale. We have no competition worth mentioning from any foreign country, but foreign woolen goods are being very largely used in the manufacture of clothing in this country; so much so that a very large num-

ber of the woolen mills here are shut down or running on short time. No business as large as the woolen manufacturing business can be shut down, or partially so, without in a very serious measure injuriously affecting many other kinds of business and throwing other thousands out of employment; and notwithstanding we can sell clothing to-day at less prices than three years ago, still a large proportion of the consumers of clothing, being out of work, can not buy a suit of clothes, no matter how cheap. If, without returning to McKinley tariff, it could be so arranged that our woolen mills could run and give employment to the thousands now out of work, it would be a great benefit to our business.

Contoocook Mills Company, Hillsboro Bridge, N. H.

2. Underwear and hosiery for men.
3. None.
4. No.
5. No.
6. Do not know.
7. We have always considered our product best adapted to Americans.
8. Twenty to thirty per cent more.
9. Twenty to thirty per cent lower.
10. Subsidized steamship lines.
11. Answered by No. 7.
12. My answer to this is not from actual experience, as we export nothing; but I have no hesitation, from my standpoint, to say what everybody knows: Reciprocity treaties were favorable to export trade of our country and the effect of their repeal correspondingly unfavorable and hurtful, not to our export trade, but to all interests as a consequence.
13. Yes.

The Mineralized Rubber Company, New York, N. Y.

We reply briefly, as we may throw some light on certain points. We handle at first-hand mechanical rubber goods, belting, packing, hose, and other rubber used about machinery.

We control a mill which we do not operate in our own name.

We presume that we handle as much export rubber as any house except one in this trade and we have spared no exertions for many years past in obtaining export business, having lists printed in many different languages and agents in nearly all Spanish-American countries and in some British colonies.

But despite these strenuous efforts, extended over more than a dozen years past, we have not been rewarded with nearly the same amount of business and profit that an equal effort would have given us in the home trade.

5. We endeavor to sell direct to foreign dealers, because home commission houses buy solely for price, while we try to sell a high class article. In Cuba, the mining parts of Mexico, Peru, and Chile we have been able to introduce high-class goods and get our price for them, but as a rule American mechanical rubber that is exported is the worst kind of rubbish, well calculated to ruin our trade, and not nearly as good as the English or German with which we come into competition in every foreign market that we have touched.

10. Our output has increased about 40 per cent.

11. Present cost of production somewhat smaller. Transportation rates considerably cheaper (can not give proportion).

12. From 10 to 20 per cent less and profits not above two-thirds or three-fourths of what they were at that time.

13. In Australia and the cape we find the British rubber goods to be decidedly better than most American rubber goods and on the whole somewhat cheaper. We are striving very hard in these markets and are succeeding somewhat in Africa, principally because the mine "bosses" are mostly American and give us (perhaps) a sentimental preference.

15. In belting, packing, hose, and other articles made by machinery we can hold our own with the foreign manufactures, except, perhaps, on articles requiring a good deal of care in manufacture. Then, our people are too careless and don't attend to the niceties and delicate finish nearly as well as the foreign workmen.

In all articles in which hand labor enters considerably into the value we can not compete at all with European factories. Have to stand out of foreign markets entirely on such goods in our line.

16. We should judge it had increased fully one-third or one-half over what it stood at six years ago.

17. We believe that double the quantity of our products could be produced to what could be consumed in the United States.

18. The reciprocity treaties of 1890 gave tremendous boom to the export of mechanical rubber goods from the United States. During the two or three years succeeding that time we opened a great many accounts which are open to-day.

While not agreeing with the political views of the statesmen who inaugurated reciprocity, we believe it was one of the best things that was ever done for the American manufacturers.

In conclusion, we may state that we believe that we stand in a better position to give the opinions on some of the points required than most manufacturers, because our whole time is occupied, and we keep a staff of over twenty clerks, in endeavoring to make markets, without being troubled with the numerous details connected with the manufacture, which are solely on the shoulders of the mill managers, and we can possibly, therefore, give a better estimate of the difficulties in the way of placing a given amount of manufactures in our line than others not so favorably situated in that respect.

American Multiple Fabric Company, Olneyville, R. I.

I believe that the repeal of the reciprocity legislation of 1890 and the reduction of customs duties have had the effect of reducing the volume of our business fully 25 per cent, if not more, and believe the reenactment of both would be a great advantage to business in general.

Chas. A. Schieren & Co., New York.

1. Our firm is Chas. A. Schieren & Co., No. 47 Ferry street, New York.

2. We are tanners of oak leather, and manufacturers of leather belting and lace leather.

3. We have sold belting in many South American Republics, including Mexico and Cuba.

4. We have made personal visits to Mexico and Cuba soliciting the trade, and met with fair success, and now enjoy a constantly increasing trade with these two countries.

5. There seems to be no discrimination or obstacle in the laws or customs in these two countries which prevents us from doing business in our class of goods.

6. We know of no changes that have occurred in the tariff, except that Canada threatens to advance her duty from 15 per cent to 25 per cent on our goods.

7. We might be able to do business in Canada by removing their duties on belting. In Germany and France the duties are so high they are almost prohibitive.

8. The volume of trade in our last current year ending April, 1896, was about \$30,000.

9. Prices have declined fully 25 per cent from those current in 1890 on our class of goods in this country.

10. In very many South American countries we can not get shipping nor financial facilities, and we are compelled to ship our goods via England or Germany; this is a great drawback, because the customer will not wait the extra time that it takes to obtain our belting, although American belting is conceded to be superior to any made in Europe. We can compete with Europe and furnish a superior article at a lower price, and merchants are anxious to open trade with us, but we are handicapped in reference to shipping facilities and can not furnish the goods in time, being compelled to ship them in many cases via Europe, besides having to pay the extra transportation charges, which are sometimes large.

11. American leather belting is universally acknowledged as the best and most reliable for all critical and important drives and transmission of power. Engineers give it the preference the world over, and considering quality we furnish it cheaper than our European competitors.

12. We have had very little experience with reciprocity treaties made in 1890. At that time we only supplied goods through commission houses and foreign agencies located in New York, but for the past three years we have paid special attention to opening direct connection for our foreign trade, and have met with success and are now introducing our goods in several foreign markets.

13. We have no knowledge as to the principle of reciprocity affecting our goods and what future bearing tariff legislation may have on leather belting. Our raw material, hides, etc., are free of duty, and we enjoy the best and cheapest oak bark in the world, which is most abundant as yet in this country, so we have nothing to fear or complain of, except that we believe that it will be wise to have as little tariff tinkering as possible because it disturbs our home market, which after all is to us the most valuable and important, and no doubt to any manufacturer. The unfortunate tariff agitations of late years have demoralized many industries on account of the uncertainty of things and have indirectly injured our trade.

If it were possible, and we believe it is feasible, to take the question of tariff out of politics and make it a purely commercial question, establish a bureau of information at Washington furnishing reliable statistics to our manufacturers so that they could ascertain what class of goods are made and in demand in any country, and what price is paid for labor, expenses, etc., then the manufacturers would be able to

figure exactly what is necessary to compete in that market. With our improved labor-saving machinery, and with our intelligent and skilled mechanics, we can soon surmount all difficulties and supply the demand for goods. American ingenuity and Yankee grit and push will soon surmount the obstacles and supply the demand for the goods.

Lowell Manufacturing Company, Lowell, Mass.

2. Carpets—Ingrains, Brussels, Wiltons, and Axminsters.
3. Stock capital, \$2,000,000; persons employed, about 2,000; annual product, about \$2,500,000.
4. Market entirely at home.
5. Practically to no one.
6. We have made some efforts when trade was very dull in this country with very little success, but have made no persistent efforts in this direction. So long as there was a duty on wool sales abroad were simply impossible. Theoretically, a drawback of 99 per cent of the duty was allowed under the McKinley bill, but it was impossible to estimate the amount exactly and correctly, in accordance with the Treasury instructions, though some exports were made of goods extremely depressed in this market. No exports were made by this company under these conditions.
7. I am not aware of any restrictions that will not apply to other countries equally with the United States, though some may exist. I have the impression that such restrictions did exist as applied to cotton goods sent from the United States to France. I know of no way of removing such restrictions, except by removing the restrictions on imports into this country from those nations.
8. I am not aware of any changes.
9. I do not see how the reduction or removal of duties imposed by foreign nations would help us, unless there were a discrimination against exports from the United States.
10. The output has increased about 10 per cent in the last six years.
11. Twenty per cent decrease, partly owing to substitution of more modern machinery, but more largely owing to reduction of duties on wool.
12. Selling prices compared to those of six years ago are about 20 per cent less.
13. There is practically but little competition from foreign manufactures in this market. Competition is from domestic manufactures, and is a very severe one.
14. Foreign competitors have the advantage chiefly in cost of spinning and preparatory processes; these being chiefly a matter of wages, which are lower in worsted manufacture in Europe. They have also the advantage of more extensive and varied and nearer markets for carpet wools. Cost of their machinery also is less, a large part of the worsted machinery used in this country being made abroad, subject to heavy duties; and of course they have a decided advantage of acquaintance with the trade of countries to which they export goods, acquired by long experience. This, of course, the manufacturers of the United States can acquire whenever necessary, provided they are not hampered by needless restrictions, especially if they have access, free of all duty, to the full supply of wool and other raw materials.
15. For reasons above given, generally we can not compete with for-

eign manufactures in matter of price, though the quality of most of the goods produced here is quite up to the foreign standard.

16. The product of the United States in carpet manufactures has increased during the last six years.

17. As there has been very little export trade in carpets, the production of the United States is adapted to its own consumption, and when trade is in good condition an enormous product would be used, and substantially the full product of the looms. When it is dull, as it is now, the capacity of the machinery is too great for the consumption, and many looms are stopped.

18. Reciprocity treaties of 1890 had no effect upon the carpet trade, and I think very little on any branch of trade, though some causes operated in some products, increasing exports at or after that time, or vice versa.

19. I am not aware that these treaties had any effect upon agricultural products.

20. If judiciously applied I think the application of the reciprocity principle may be very valuable, and I think the doing away of restrictions on the foreign commerce of the country must be greatly for its welfare.

Much has been said about the importance of subsidizing lines of steamers to South America and other countries. I think if restrictions are taken off of commerce the merchants can take care of this better than the United States. Moreover, the distances to South America are so great that the steamers merely carrying letters are of little consequence. Nearly all of our dealings with South America, and a large part of them even with England, are carried on by cable messages.

The carpet trade requires annually nearly 100,000,000 pounds of carpet wool, practically all of which is imported. It is of great consequence to us that these wools should enter without duty. If a duty must be assessed for revenue, it should be a uniform ad valorem duty. Ad valorem duties can be fairly applied to wools with very little risk of undervaluation, as their market values are well known, and many classes of wool are sold at public auction in Europe. Any uniform specific duty can not fairly be applied, because the wools come in exceedingly various conditions of cleanness, some shrinking less than 10 per cent, others 50 or 75 per cent.

Feder, Silberberg & Co., Cincinnati, Ohio.

2. Wholesale clothing manufacturers.

3. Amount of capital employed, \$3,000,000; number of persons employed, about 500; value of annual product, \$3,000,000.

4. We have only a home market for our output.

5. We do not sell goods to any foreign country.

6. Our product is such that we can not cater to foreign trade.

7. Answer to No. 6 will cover answer No. 7.

8. Can not answer this question intelligently.

9. Have no export trade, therefore can not answer this question.

10. One-third less.

11. The wages are about 10 per cent less than they were six years ago, cost of raw material between 25 and 35 per cent less, and transportation rates by land, in which only are we interested, the same as six years ago.

12. About 25 to 35 per cent less than they were six years ago.
13. We do not meet with any competition from foreign countries.
14. Can not answer intelligently, not being interested.
15. Had no occasion to make an effort.
16. It has decreased considerably on account of many foreign goods being imported into this country taking the place of our home manufacture.
17. Our product is pretty much absorbed right in this country. We have no opportunity of answering this question more satisfactorily, our dealings being confined entirely within the borders of the United States.
18. Reciprocity treaties with foreign countries ought to exist, as reciprocity absorbs our surplus of manufacture, and also our surplus of farm products, and will benefit the manufacturer as well as the farmer. While you will perceive that we are not directly interested in reciprocity, yet indirectly we are. We therefore advocate it as a method of exchange between this and foreign countries of such merchandise and machinery as we manufacture and of such farm products as we produce in surplus of our own wants—an interchange of such foreign commodities which we can not equally produce—this being an advantage to the farmer, the manufacturer, and the shipper, as well as the wage worker. We should have continued to extend the reciprocity treaties instead of abolishing them.
19. Answer in No. 18. Favorable to reciprocity.
20. We favor the application of the reciprocity principle to tariff legislation and a law to authorize the President to negotiate reciprocity treaties wherever profitable and possible. We also favor a tariff of sufficient percentage to protect the American industries and wage worker.

J. Spencer Turner, New York, N. Y.

2. My trade is principally in cotton duck, being engaged in the manufacture of same, and also in its sale as commission merchant.
3. My trade is not large with any foreign country, cotton duck not being used in many of them. I send some to Japan, to China, to South American points; also to England and other countries in Europe.
4. I have made direct efforts by small consignments of these goods to important points, such as Calcutta; also to some points in China and Africa. My success has been only moderate.
5. The placing by Germany, a few years ago, of a 10 per cent tariff on these goods has ruled them out of that market, where I had considerable trade, the tariff being sufficiently high to prove an effective embargo. To France the manufacturer has never been able to send his goods. The portion which goes to England is used up principally by American vessels.
- Cotton duck is used for the foundation of belting and of fire hose, also for making covers, sails, etc., and the lighter grades for clothing. It is strictly an American product, although in recent years some manufactories have started in England and on the Continent. The quantity made on the Continent, however, is not large enough to enter into close competition with the American make; but with regard to England and some of her provinces this condition is rapidly changing.
6. The tariffs of Germany and of the Dominion of Canada and British Provinces have resulted in excluding our goods entirely, and enabling

them to start up their manufactories and work off their surplus goods in a very close competition with us for the foreign trade in eastern markets, selling in bond. In Nova Scotia they have gone into the business quite extensively, their principal trade being with South America. The goods are brought to New York and placed in bond, and are sold here without contributing anything to the general revenue of the country. They are not held for the convenience of American buyers, but simply to enable the manufacturers to sell in competition with the American market. This they can afford to do at a lower price, in order to run their mills to their full capacity and keep the Canadian market to themselves, as by increasing the production they diminish the cost of manufacture. If this could be remedied, it would be a great advantage to our general trade.

7. The removal or reduction of the customs duties in Germany and Canada would probably add 50 per cent to our business.

8. The volume of my business, as compared with what it was six years ago, is about the same in quantity, but less in value.

9. Selling prices, as compared with those of six years ago, are from 35 to 40 per cent less; and the mills making the goods are paying no dividends, some of them even falling behind.

10. Foreign competitors have an advantage over us in the cost of freights to the foreign ports where sold. The goods are sent chiefly in foreign bottoms. Many goods destined for South America are shipped via England, owing to the lack of facilities for direct communication; and even when such facilities do exist, the rate of freight is higher than by the other method of shipment. Of course, this, to the English shipper, is an advantage equal to the cost of freight from here to England. They have another advantage in the lower cost of labor, and their cotton costs them no more than we pay for ours, as it can be landed in Liverpool or Manchester at the same price that it can in the eastern points of this country, sometimes even for less.

11. It would be very difficult to compete with foreign merchants if the goods were made in quantities to give steady employment to any large manufactories on the other side.

12. The general effect of the reciprocity treaties made in 1890 were very favorable to our trade and the export trade generally. The effect of their repeal was to reduce our sales; but I would not favor reciprocity treaties with European countries, or with any country where manufacturing is extensively engaged in. I think very highly of it with reference to all countries on the Western Continent.

13. This is answered above.

Marshall & Co., Shrewsbury Mills, Kearny, N. J.

2. Linen threads, yarns, and twine.

3. \$500,000 capital, \$500,000 borrowed. People employed, 788. Value of annual product, \$800,000.

4. All our product is sold in the home market.

6. We have made no effort to get foreign trade, as the wages paid here would prevent us competing with any prospect of success with the mills of the United Kingdom, France, Italy, etc.

7. No.

8. We have not followed the changes made in foreign tariffs, as we are only doing a domestic trade.

9. No difference directly, but would affect us through our customers.
11. Cost of production about the same. There was a loss in reducing the working hours per week from $57\frac{1}{2}$ to 55, which has been made up by other small differences.
12. Linen threads are sold on the same list, at the same discounts, as six years ago. Yarns and twines are about 10 per cent cheaper.
13. There is heavy competition in the home market in threads from Scotland and Ireland and in yarns from Italy.
14. We pay from two to five times the wages paid by foreign manufacturers, and the foreign spinner has great advantages in cheaper mill furnishings (coal, dyestuff, gill pins, banding, etc).
15. The goods we produce are second to none, but we are beaten in price by the importer, who has a tremendous advantage in low-priced labor, and very often undervalues his goods in the custom-house. This undervaluation is getting to be a very serious matter, as it is getting worse every year.
16. The quantity of linen thread used has increased, but the increase has all been in imported goods.
17. The linen mills in the United States could probably about produce the thread used here (without any export).
18. The reciprocity treaties had only an indirect effect on us through our customers.
20. We do, because we think it would help the general trade of the country.
21. Linen thread and yarn have never been protected to the same extent as other textiles. For instance, the duty on cotton is heavier than the duty on linen, and yet the cost of spinning linen is six times more than the same fineness of cotton. The result is that the linen trade has never been in a healthy condition, as the importer has always had the advantage.

Catlin & Co., New York City.

2. Southern cotton goods department. Mills located in Virginia, North Carolina, South Carolina, Alabama, and Tennessee.
 3. Brazil, Venezuela, Argentine Republic, Arabia, Africa, Madagascar.
 4. By correspondence, samples, and negotiations with representatives of foreign houses in New York City and Boston.
 5. The advance of tariff in foreign countries by virtue of the abrogation of the reciprocity agreements, notably with Brazil.
- The writer was at that time and is a stockholder in Southern mills making cotton sheeting, drills, duck, etc.
- Within one year of the time Mr. Blaine had arranged with Brazil under reciprocity agreements, the orders from that country were sufficient to run these mills in the South for six months in advance of the production, night and day.
- After the abrogation the trade fell off and is now scarcely worth mentioning—an order now and then.
- Of course, it does not require very much commercial knowledge to see at a glance that any individual firm or nation having an advantage of 25 per cent on cotton goods, as in the case of Brazil with the importations from the United States, over any other individual firm or nation that their trade can be largely increased. In other words, the cotton manu-

facturers of the United States, having the advantage of an average of over 25 per cent below any other nation, such as England, Germany, Belgium, etc., the American goods of course take the precedence in the Brazilian market, almost to the exclusion of the other goods.

The testimony of the New York merchants which the writer delivered to Mr. James G. Blaine, and which was irrespective of party, showed their views and desires as to reciprocity agreements.

12, 13. Am in favor of reciprocity agreements with the various foreign countries when it can be arranged, believing it will greatly increase the sale and shipment of American products.

By reference to the official returns of the Treasury Department, the exports of American cottons to Brazil in 1890-91 and 1891-92 will show an increase in one year after reciprocity was arranged of about 4,000,000 yards alone—that is, from 6,000,000 to 10,000,000—and increased in the years following until the change in reciprocity. This will readily show the advantages gained by reciprocity.

IRON AND STEEL.

CIRCULAR OF INQUIRY TO MANUFACTURERS.

COMMITTEE ON WAYS AND MEANS,
HOUSE OF REPRESENTATIVES,
Washington, D. C., March 4, 1896.

SIR: In order that they may give more intelligent consideration to pending and proposed legislation, the subcommittee of the Committee on Ways and Means of the House of Representatives in charge of bills relating to reciprocity arrangements and commercial treaties would be greatly obliged if you would forward them, at your earliest convenience, your views and suggestions, and such information as you are able to furnish upon the following points, namely:

1. Give full name and address of firm or company.
2. Lines of manufacture.
3. Amount of capital, number of persons employed, and value of annual product.
4. Do you find your market at home or abroad; and if both, in what proportion?
5. Do you sell direct to foreign dealers or through commission houses?
6. Have you made any direct effort to extend your foreign trade; and if so, by what means, with what success, and in what countries?
7. Are you aware of any discriminations or obstacles in the laws or customs regulations of any foreign country that restrict or prevent the extension of your trade; and if so, can you suggest any means by which they may be removed?
8. What changes have recently occurred in the tariffs of foreign countries so far as they relate to your lines of manufacture?
9. How far would the removal or reduction of the customs duties imposed by foreign nations upon the merchandise in which you deal aid in the extension of your export trade?
10. What is the output of your establishment compared with that of six years ago?
11. How does the present cost of production compare with that of six years ago; including wages, the cost of raw material, and transportation rates by sea and land?
12. How do present selling prices compare with those of six years ago?
13. What competition do you meet with from foreign manufacturers, and in what markets?
14. What advantages do your foreign competitors have over you in the cost of manufacture and in transportation charges to foreign markets?
15. To what extent can you compete with foreign manufacturers in quality and prices?

16. Has the total product of the United States in your line of manufacture increased or decreased during the last six years?

17. What proportion of the total present and possible output in your lines of manufacture in the United States can be absorbed by the domestic market; and what would be your estimate of the natural surplus for export if all manufacturers in your lines were producing to their full capacity? (The purpose of this inquiry is to secure as accurate an estimate as possible of the necessity for new foreign markets to the manufacturers of the United States.)

18. Was the general effect of the reciprocity treaties made in 1890 favorable or unfavorable to the export trade of the United States, and what was the effect of their repeal?

19. What was the effect upon farm products particularly?

(If your replies to inquiries 17 and 18 are based upon actual experience, please give details as fully as possible.)

20. Do you favor the application of the reciprocity principle to future tariff legislation, and the enactment of a general law authorizing the President to negotiate reciprocity treaties with both European and American nations, so far as possible?

These inquiries have been forwarded to several hundred persons, firms, and corporations who are engaged in the manufacture of various lines of merchandise that enter into the export trade, and the replies are intended for publication with a report which the Committee on Ways and Means will make to the House of Representatives; but, if so desired, any information received will be regarded as confidential. All values should be expressed in United States gold, and all quantities in our weights and measures.

Any suggestions or information of value bearing on these subjects that is not called for by the above inquiries will be appreciated.

I am, sir, your obedient servant,

A. J. HOPKINS, *Chairman.*

REPLIES.

The HP Nail Company, Cleveland, Ohio.

2. Manufacturers of steel rods, wire, nails, rivets, tacks, etc.

3. Have dealt but little with any foreign country.

4. No direct effort other than having advertised in Spanish papers some, with not much success. What goods we have exported have been, through export agents in New York, to South American countries.

5. We are not; but no doubt there are obstacles in the way of duties, as in Germany.

6. Do not know of changes.

7. Can not answer; do not know.

8. Not worth comparing.

9. Lower.

10. A very great advantage in transportation to South America.

11. We can compete in quality and price if we have same low transportation.

12. Can not answer from experience, but am satisfied that reciprocity treaties on articles not made in this country would be of great benefit.

13. We do. The greatest benefit would accrue to the manufacturers of this country if this Government would subsidize steamships to carry our goods to foreign countries, and especially to South America.

We should have a steamer a week going to South America at least. As it is now we ship from this country to Antwerp and reship from there to South America, because that is the cheapest route to-day. This order of things should be changed. To aid American industries at least these two things should be done: (1) Reciprocity treaties. (2) Subsidize American boats sufficiently to carry goods from the United States to foreign countries.

Baldwin Locomotive Works, Philadelphia.

1. Burnham, Williams & Co., proprietors Baldwin Locomotive Works, Philadelphia, Pa.

2. Locomotive engines.

3. Capital, \$6,000,000. Number of persons employed (when working to full capacity), 5,500. Value of annual product, \$8,715,000.

4. Our market is both at home and abroad. The following table shows the product in number of locomotives delivered both to the domestic and foreign market each year for the past ten years:

Year.	Domestic.	Foreign.	Total.	Year.	Domestic.	Foreign.	Total.
1886.....	508	42	550	1891.....	609	290	899
1887.....	607	46	653	1892.....	604	127	731
1888.....	644	93	737	1893.....	610	162	772
1889.....	616	211	827	1894.....	181	132	313
1890.....	802	144	946	1895.....	250	151	401

5. Sell chiefly direct to foreign customers; only to a small extent through commission houses in the United States.

6. Have made direct efforts to extend our foreign trade by members and representatives of our firm traveling in foreign countries, by establishing agencies therein, and by keeping engineers and mechanics in the countries where we sell locomotives. The success is indicated in the statement under the fourth interrogatory. The countries with which we have done business are Mexico, the West Indies, the Central and South American States, Sandwich Islands, Australia, New Zealand, Sweden and Norway, Russia, South Africa, and Japan.

7. The only discrimination of which we are aware is the imposition of import duties in some countries, and which we presume may be removed by suitable commercial treaties.

8. The only changes of which we are aware are the imposition of import duties.

9. Removal or reduction of customs duties imposed by foreign nations would largely aid in extending our business. The duties imposed by some Governments—notably that of Canada—are essentially prohibitory.

10. What is the output of your establishment compared with that of six years ago? See under interrogatory 4.

11. The cost of production is about the same now as it was six years ago, as, all things considered, material, wages, and transportation are less, but reductions in these respects are offset by increased general expenses due to the smaller output at this time.

12. How do present selling prices compare with those of six years ago? About the same.

13. We meet the competition of English, French, German, and Aus-

trian manufacturers in Russia, Japan, Norway, Australia, the West Indies, and South America.

14. Our foreign competitors have advantages in lower cost of materials, wages, and ocean transportation.

15. We compete with foreign manufacturers in quality, American locomotives being preferred in some countries. We compete also in price, the American plan of locomotive and American methods of production being more economical.

16. The total product of the United States in our line of manufacture during the last six years has decreased, as is shown by the following table:

Year.	Number of works reporting.	Number of locomotives built.	Average for each works.	Source of information.
1890.....	15	2,300	153	Railroad Gazette, 1895, page 8.
1891.....	13	2,165	166	Do.
1892.....	13	2,012	154	Do.
1893.....	14	2,011	143	Do.
1894.....	10	695	69	Do.
1895.....	13	1,109	85	Railroad Gazette, 1895, page 858.

17. If the entire country were prosperous and all interests employed, the output of all American locomotive works could be taken by domestic customers. Such a condition, however, never has existed for more than a year or two at a time. Only once in the last twenty-five years, viz, about fifteen years ago, have all the locomotive builders been fully employed.

18. The general effect of the reciprocity treaty was favorable; the repeal of same was injurious to our business.

20. We favor the application of the reciprocity principle to future tariff legislation and the enactment of a general law authorizing the President to negotiate reciprocity treaties with both European and American nations, so far as possible.

Central Iron Works, Harrisburg, Pa.

2. Iron and steel boiler plates and universal plates for structural work.

3. Capital, \$500,000; 350 persons employed; value of the product, \$1,200,000.

4. Market at home.

5. Do not sell to foreign dealers.

6. No.

7. No.

8. None.

9. Not any.

10. About double.

11. Lower.

12. Comparatively, as to cost, about the same.

13. None.

14. Do not have foreign competitors.

15. Our prices must be kept where they will not allow foreign products to come in.

16. Increased.

17. Our domestic markets will not consume all product and ought to have foreign markets to go to.
 18. No result as to our product.
 19. Don't know; no experience.
 20. Yes; in favor.
-

Maryland Steel Company, Sparrows Point, Md.

2. Pig iron, steel rails, and billets; engines, boilers, and heavy machinery; bridges, roofs, buildings, viaducts, and other structures of iron and steel; iron and steel steam and sailing vessels.

3. Capital, \$1,000,000. Plant, over \$5,000,000. When in full operation employ between 3,000 and 4,000 persons. Approximate value of annual product, if in full operation, \$10,000,000.

4. Market, at present, this country. Works, however, are located directly on tide water. Exports thus far limited to small quantities of steel rails, machinery, and structural material to the West Indies and South America.

5. Have generally sold through domestic houses.

6. We have made direct effort by correspondence and representation to extend our foreign trade in Central and South America and West Indies with meager success.

7. Are not aware of such discriminations.

8. Only aware of those resulting from the abrogation of reciprocity treaties.

9. The removal or reduction of customs duties imposed by foreign nations would aid greatly in the extension of our export trade, and the opening up of such trade channels would result in the establishment of additional transportation facilities.

10. At present our works are only in partial operation. The plant was commenced in 1887 and completed in 1892, being the most modern of its character in this country. The depression commencing in 1892 and 1893 caused the suspension of operations.

11. The cost of production at the present time in this locality is a little less than six years ago, owing chiefly to raw material being about 10 per cent cheaper. Wages are practically the same as six years ago.

12. Very much lower.

13. Practically none in home market, but Europeans control the foreign markets.

14. The principal advantage of our foreign competitors lies in the cost of labor and transportation. In the former from 10 to 30 per cent, according to the proportion of labor in the total cost of the manufactured article. In certain lines we can meet European prices f. o. b. In others—for example, shipbuilding—our costs would be from 15 to 30 per cent higher. The ability to secure return cargoes for vessels carrying out their manufactured products gives our foreign competitors very great advantage over us.

15. We can compete in quality, but, as noted above, are at greater or less disadvantage in respect to labor cost, as that element forms a greater or less proportion of the total manufacturing cost.

16. Very greatly increased.

17. The present manufacturing capacity has never been tested by the demands of the country under normal conditions. In view, therefore, of the great changes, both in supply and probable requirements,

that have taken place within the past few years, we do not undertake to give anything worthy of being called a close estimate of these relations. If, however, all the well located and equipped iron and steel works in the country were to continue in full operation for an extended period, it would seem probable that at least from 15 to 25 per cent of the output would have to be disposed of in foreign markets. This assumes that ratio of producing capacity to average domestic consumption will not be less than at present.

18. We consider very unfavorable; greatly diminishing the opportunity for extending our foreign trade.

19. We believe the effect has been to materially diminish the export of farm products.

20. Yes; as a sound business proposition.

Cambria Iron Company, Philadelphia.

2. Lines of manufacture: Steel rails, blooms, billets, slabs, beams, angles, channels, bars, axles, forgings, merchant steel, agricultural-implement steel, etc.

3. Amount of capital, \$7,974,550; number of persons employed, about 7,000; and value of annual product—value of shipments in last fiscal year, \$7,001,045.

4. Do you find your market at home or abroad; and if both, in what proportion? Principally within the United States.

5. Do you sell direct to foreign dealers or through commission houses? Any foreign sales are made through representatives in the United States.

6. Have you made any direct effort to extend your foreign trade? Not to any extent.

7. Are you aware of any discriminations or obstacles in the laws or customs regulations of any foreign country that restrict or prevent the extension of your trade? No.

8. What changes have recently occurred in the tariffs of foreign countries so far as they relate to your lines of manufacture? Do not know.

9. How far would the removal or reduction of the customs duties imposed by foreign nations upon the merchandise in which you deal aid in the extension of your export trade? Not very much.

10. What is the output of your establishment compared with that of six years ago? Six years ago the product was shortened by the Johnstown flood; shipments for 1890, 205,336 gross tons; shipments for last fiscal year, 270,513 gross tons. Shipments could be increased 50 per cent if business confidence could be restored by a return to the former American policy of properly protecting home industries; also, by establishing a fixed financial policy in accord with the rest of the world, and by an absence of rumors of foreign war—complications which obstruct the flow of foreign credit.

11. How does the present cost of production compare with that of six years ago, including wages, the cost of raw material, and transportation rates by sea and land? Costs have been reduced by increasing product; wages are somewhat less than six years ago, as the selling prices of our products have been so much reduced.

12. How do present selling prices compare with those of six years ago? The price of rails, our principal product, averaged us in 1890 about \$35; they are to-day \$28.

13. What competition do you meet with from foreign manufacturers, and in what markets? Owing to the much lower wages paid in Europe in all branches of steel manufacture, from the mining of the ore and coal up through all the intermediate stages, foreign steel products can be sent to all American ports outside of the United States at several dollars per ton below what it would cost us to do, and with the present low duties they can also compete with us at such United States ports as distance makes heavy freight charges for us. The transportation companies, therefore, lose this business, as well as ourselves, owing to the low tariffs.

14. What advantages do your foreign competitors have over you in the cost of manufacture and in transportation charges to foreign markets? See above as to manufacture. As to transportation the ocean freights run comparatively empty this way, and heavy steel products can, therefore, frequently be carried to American ports as ballast at a nominal or no freight.

15. To what extent can you compete with foreign manufacturers in quality and prices? Little or nothing, owing to reasons above stated.

16. Has the total product of the United States in your line of manufacture increased or decreased during the last six years? Very much increased in tonnage, but prices much reduced.

17. What proportion of the total present and possible output in your lines of manufacture in the United States can be absorbed by the domestic market, and what would be your estimate of the natural surplus for export if all manufacturers in your line were producing to their full capacity? Products in our line could be increased unlimitedly, under proper conditions for commercial prosperity, and the absorption by home enterprises is also almost unlimited, depending on the same conditions.

18. Was the general effect of the reciprocity treaties made in 1890 favorable or unfavorable to the export trade of the United States? Very favorable for such export business as we had. We were exporting some light rails to West Indian and South American ports, which the abrogation of reciprocal duties stopped.

20. Do you favor the application of the reciprocity principle to future tariff legislation and the enactment of a general law authorizing the President to negotiate reciprocity treaties with both European and American nations so far as possible? Yes; probably with American and eastern Asian nations. With European nations it might be injurious, as it might admit such imports as would harm us.

The Passaic Rolling Mill Company, Paterson, N. J.

1. The Passaic Rolling Mill Company, Paterson, N. J.
2. Manufacturers of structural steel and iron and bridge builders.
3. One million dollars employed capital; 1,000 persons employed; \$2,000,000 annual product.
4. For the past two years entirely at home.
5. Through commission houses.
6. Yes; by agents in Mexico and the West Indies.
7. Only in the matter of increased customs duties.
8. Very large increase in the rates to the West Indies.
9. It would restore to us a large business enjoyed a few years ago.
10. By increased facilities our tonnage is increased, but by lower prices the value remains about the same.

11. I think all present costs included, everything is about 50 per cent less than six years ago.

12. About 50 per cent less.

13. Principally through German manufacturers in the West Indies and Central American markets.

14. Lower wages and lower transportation charges.

15. By reason of better designs and more economical use of material we can overcome a difference of 25 per cent in the cost of material used in construction.

16. I think it has largely increased.

17. My judgment is that the facilities for production in our line of business are such as to produce double the probable consumption, when all manufacturers in our line are producing to their full capacity. This would leave, of course, 50 per cent available for export. It is the principal cause of trouble among American manufacturers that they increase facilities for production more rapidly than consumption demands, hence prices are kept down here from natural competition, even when the danger of foreign competition through unduly low duties does not exist.

18. Excellent, and the repeal disastrous.

20. By all means.

Northwestern Malleable Iron Company, Milwaukee.

2. Malleable iron castings.

3. One hundred and fifty thousand dollars; 450 persons; \$400,000.

4. Chiefly at home. Very little export.

5. To foreign dealers direct.

6. Have not made much effort. All has been done by correspondence.

7. The tariff to Canada and England is almost prohibitory on our goods.

8. Do not know of any.

9. Might increase our business one-eighth.

10. Double.

11. Cost of production considerably less; wages are lower, also raw material; transportation rates the same.

12. Very much less.

13. We have no competition from foreign manufacturers.

14. Foreign competitors, have none.

15. The reduction of the tariff would more than put us on an equal footing with them.

16. Output has increased.

17. Possibly one-eighth.

18. Favorable rather than otherwise.

19. An improvement.

20. Most heartily.

Henry Disston & Sons, Incorporated, Philadelphia.

2. Manufacturers of saws, carpenters' tools, files, steel, etc.

3. Capital, \$4,000,000; value of annual product, \$2,500,000; employ 1,700 people.

4. Both; home, 80 per cent; foreign, 20 per cent.

5. Our goods are distributed both through foreign dealers and through commission houses, the greater proportion being through the latter channel.

6. We have been and are still making direct efforts to increase our foreign trade by sending our own representatives to canvass and solicit direct, especially Australia, South Africa, and the Continent.

7. There are some obstacles in some foreign countries that restrict the extension of our trade, but we can not suggest any means by which they may be removed.

8. One of the changes that has occurred within the past few years has been the increase in the Canadian tariff, which has reacted against us; and the withdrawal of the reciprocity treaty with Cuba has practically debarred us from the large trade which we had formerly enjoyed with that island.

9. The renewal of reciprocity duties upon the goods we manufacture would aid materially in the extension of our export trade.

10. The output of our establishment to-day is from 10 to 20 per cent greater than six years ago.

11. There is not any material difference, although the present cost is a little less.

12. Our selling price to-day is from 5 to 10 per cent less than six years ago.

13. Our principal competition is from English and German makers, and it extends to all the foreign markets.

14. The advantages of our foreign competitors consist in the low rate of wages which they pay, and also from the fact that their freight rates are cheaper.

15. We compete with foreign makers principally in quality, as our goods are generally very much higher than theirs, although in the very cheapest lines we meet them in some instances.

16. The production, we believe, has increased.

17. If all the manufacturers in our line were producing to their full capacity we do not think the home market could take more than 70 per cent, and the 30 per cent would therefore have to be for export.

18. The effect of the reciprocity treaties was very favorable to our export trade, and its repeal was especially disastrous to our Cuban business, as we practically lost it entirely.

20. We emphatically favor the application of the reciprocity principle to future tariff legislation, and believe that a continuance of same with the European and American nations, as far as practicable, will be of advantage to our manufactures.

The Brush Electric Company, Cleveland, Ohio.

We sell through our agents to foreign countries. We have not a very large foreign trade, but a very extended one. We find difficulty in competing with the English and German manufacturers of electrical apparatus. They undersell us in almost every country.

We believe that the quality of American electrical apparatus is superior to that of English and German, but their labor is so much lower than ours that they make lower prices with as much margin of profit as we make.

If the tariff were taken off of electrical machinery in this country, we believe that we would be swamped. The mere approach to or suggestion of the idea and the uncertainties connected with it during the last presidential campaign on the part of certain parties unnecessary to mention has cost us millions of dollars.

We favor the application of reciprocity to future tariff legislation.

We believe it a most excellent business idea. We carry it out, and we believe every other seller and purchaser carries it out in a large or a small way in the every-day affairs of business life. Therefore, we see no reason, if it is a good principle universally applied, why it should not act as well in the case of one nation dealing with another.

In definite reply to question No. 17, we beg to state that none of the great factories of the country have been run to their full capacity during the past two years. Our factories are almost universally enlarged and new capital invested therein as our business increases, so that in a general way we might say that if the times were equal to what they were in 1892 the electrical factories of this country would be about equal to our domestic market. But we are all prepared to increase our investment and enlarge our business. Our Government does little, if anything, toward encouraging our foreign trade.

In reply to question No. 18, we beg to state that the effect of the reciprocity treaties of 1890 was most favorable and their repeal most unfavorable to the electric business.

Scovill Manufacturing Company, Waterbury, Conn.

2. Sheet brass, brass wire, metal buttons, lamps, kerosene burners, sockets for electric burners, etc.

3. Capital, \$384,475; net assets, \$2,000,000; employees, 1,800.

4. Two per cent foreign, 98 per cent domestic.

5. Through commission houses only.

6. No.

7, 8, and 9. Have never informed ourselves on these subjects.

10. Thirty-five per cent increase in value; 60 per cent in quantity.

11. Wages unchanged; material declined in proportion of 17 to 11.

12. From 10 to 50 per cent less.

13. The competition abroad is from German, English, French, and Belgian manufacturers. The foreign competition in the domestic market is from French and German manufacturers mostly.

14. Cheaper labor.

15. Quality equal, if not superior, to anything made abroad, with the exception of fashionable novelties in buttons that come from France and Germany. Can hold the domestic trade by help of the tariff, and can export some few goods in competition with European manufacturers, but only such as are produced by highly developed machinery and sold at a very small profit to ourselves.

16. It has increased.

17. We think that the manufacturers in the United States in our line have built up their facilities to meet the present demands, which have come mostly from the domestic market, and that the average facilities for manufacture are in proportion to the average demand from such sources. There would therefore be no surplus for export, as a rule, but increased demand, if likely to be permanent, would cause them quickly to increase their plants to meet it.

18 and 19. We are not informed.

20. We do not think reciprocity treaties with European nations would be likely to benefit us, but with American nations who are not manufacturers reciprocity treaties which would induce them to receive our manufactured goods on more favorable terms than competing European goods would undoubtedly result in the extension of our trade and eventually enable us to secure a very strong foothold in such countries.

Hibbard, Spencer, Bartlett & Co., Chicago.

2. Hardware, metals, sporting goods, bicycles, and cutlery.
3. Principally Mexico. We are receiving inquiries and some orders from Argentina and a few other South American Republics.
4. By advertising, circulars, correspondence, and traveling salesmen in Mexico.
5. We suggest, if the matter was properly handled, a more liberal construction could be secured in regard to the specification or declaration of hardware, cutlery, etc. There seem to be numerous technicalities which impede commerce without apparently helping the Mexican tariff schedule, and we think a well-posted man could use influence to correct this. To illustrate: On lamp shades made of silk or similar material there is a small wire frame with a narrow strip of brass to support the shade; the main construction is of silk, but the tariff provides that that little piece of brass shall be declared on consular invoice separate from the silk. This entails expense and great annoyance, and only illustrates a number of other items of a similar nature.
6. We are occasionally receiving notices of minor changes in the Mexican import tariffs, but they are so small that they cut no figure.
7. The removal or substantial reduction of the custom duties, we think, would greatly increase our trade.
8. Very much larger.
9. Our entire line of goods is from 20 per cent to 40 per cent lower.
10. Our foreign competitors handle goods that are manufactured by much cheaper labor and from free raw material. The freight from English, German, and French ports is lower than it is from Chicago; heavy freight is often carried as ballast by vessels that return with timber, cotton, and grain.
11. The quality of our goods we regard as much superior to those furnished as a rule by foreign merchants. Unfortunately, on account of the causes named in our answer to the preceding question, the foreigners are often able to undersell us.
12. We regard the general effect of the reciprocity treaties in 1890 as favorable to the export trade of the United States. As we were not largely engaged in export business at that date, we have no record as to its actual effect upon our business.
13. We do.

The Alford and Berkele Company, New York.

Our experience was that during the time the Blaine reciprocity treaties were in force the trade between this country and those with which the treaties were in force was very much better than at any time previous or since the treaties have been abrogated. There was a very considerable increase in the business that we did with the export houses dealing with the countries with which the treaties were in force, and more especially between this country and Cuba. There never was a time during all the years since we have been in business that we had so much trade, from Cuba particularly, as we did during the existence of the treaty; and our opinion is that nothing was ever done by this Government to help the export trade (especially in our particular line) so much as the reciprocity treaty, but as soon as the the treaty was abrogated we found that the trade dropped off wonderfully—it almost stopped for a long time.

We had quite a number of orders in the house ready to be shipped, and orders at the factory which were canceled, and we were informed by several parties in the export trade that nearly all orders that they had in hand, especially from Cuba, were canceled. One party advised us that the commissions amounted to at least \$2,000 on the orders which they had canceled, and, as we understand, the commissions did not exceed 5 per cent. Several other exporters told us that they had orders for large quantities of goods canceled and that they lost considerable money from the cancellation of the orders.

We had conversation with quite a number of export merchants and everyone that we talked with was very much pleased that the reciprocity treaty was put in force, as the trade was very much increased, but that they lost a good share of that trade when the treaty was abrogated. We think that you would find upon investigation that this was the case with nearly all exporters to the Spanish-speaking countries.

Nicholson File Company, Providence, R. I.

2. Files, rasps, and filers' tools.

3. Capital, \$500,000; 800 to 1,000 hands; annual product, \$700,000.

4. Market both at home and abroad. At present home market, including Canada, is over 95 per cent, though foreign trade is increasing.

5. Both.

6. Yes; by personal traveling and canvassing by our president, advertising, sending of agents, etc. We have an office and warehouse in London. Fair success in Great Britain, France, and Holland. Some orders from Germany direct. A beginning with Japan. Good start with India through agents. Some trade with South Africa, and various parts of South America and Central America through commission houses.

7. Tariffs of certain countries undoubtedly check us. We could do more with Canada if her tariff on files did not exist. Certain parties there are trying to increase the tariff on files from 35 to 50 per cent in the interest of the Globe File Company, the sole file manufacturer of any standing in Canada, and not large at that.

If this increase is made we shall be much interfered with, as our business in Canada is now considerable, and would be greater if the present tariff was even lower. The tariff of Germany, where many cheap files are made, is a hindrance to the extension of our trade, as also with Belgium and France.

8. None that we are aware of.

9. Very materially in Canada, Germany, Belgium, France, and Austria, countries which produce files and rasps to more or less extent. Under reciprocity, where we would pay a lower tariff than Great Britain and Germany, we would be greatly assisted.

10. Forty per cent greater.

11. Wages and raw material slightly less; transportation about the same. Cost of production about 5 to 7½ per cent less.

12. Present selling prices about 18 per cent less than those of six years ago.

13. In this country we meet competition from English and Swiss files in fine grades, the so-called Swiss pattern for jewelers' use, etc. We would be very much assisted in this line by an increased tariff. In

these small file labor is so important an element in the cost that cheap European labor gives foreign manufacturers great advantages.

In all foreign countries we meet competition from English files, and from German files in many countries.

14. English and German makers have been long established in foreign markets, understand them thoroughly, and the people are accustomed to their products. Our goods are liked wherever they go.

Foreign makers get labor much cheaper, but are inferior to us in machinery. They have better steamship communication with all parts of the world, and cheaper rates. We must have better, more frequent, and cheaper steamship service to South America, Africa, and other countries in order to compete successfully with England for foreign trade. We are also in great need for banking facilities.

15. In quality our files are fully the equal of any, and we are at no disadvantage in this respect; in price we can compete successfully in the regular lines because of our better machinery, in spite of foreign cheap labor. In the small Swiss pattern files our quality is up to the foreign, but we are at a disadvantage in this line in prices, as above stated.

16. Probably decreased about 15 per cent.

17. Perhaps 80 per cent of the present possible capacity of this country could be absorbed by home markets. We should suppose that there is 20 per cent surplus for foreign markets, if all makers produce to full capacity.

18. Very favorable, indeed, to this business. Plans formed under them were checked by their repeal. We should like similar ones made again.

20. We do, by all means. Reciprocity treaties with Mexico, South and Central America would assist us greatly, as English and German makers have their trade now.

Peerless Manufacturing Company, of Louisville, Ky.

2. Manufacturers of fireplace furniture.

3. Capital, \$200,000; 300 employees; value of annual product, \$200,000.

4. Have trade mostly in the United States. Have some foreign trade in England, Australia, China, and Canada.

5. Foreign trade sold through dealers or commission houses, except in Canada.

6. Have made direct efforts to extend foreign trade by circulars and catalogues.

7. A duty of 35 per cent in Canada enables foreigners to steal our patents and make the goods cheaper than we can produce them.

8. Know of no change in foreign tariff relating to our line of manufacture.

9. A reduction of the tariff duties would enable us to supply the foreign markets.

10. Sixty per cent increase.

11. Twenty per cent decrease.

12. Fifty per cent decrease.

13. Greatest competition in Canada and England.

14. Advantages in transportation greatly in favor of foreign competitors; also in cost of manufacture. The only advantage we have is the making a finer class of goods.

15. We can compete with the world in quality, and, if tariff was reduced, in prices.

16. Has increased.

17. The business could be increased 75 per cent if free access could be had to foreign markets.

18. Reciprocity treaties are favorable to our export trade; their repeal an injury so far as foreign goods were introduced into this country in competition.

20. Yes; we favor the reciprocity principle as applied to any future tariff legislation.

The Reading Stove Works, Reading, Pa.

2. Stoves, ranges, and furnaces.

3. Five hundred and thirty-seven thousand dollars; on the average about 450; about \$550,000.

4. We sell less than one per cent of our product outside of the United States.

5. The goods we ship to foreign countries are usually sold through commission houses.

6. We have made no particular effort to extend our foreign trade.

7. All tariffs are obstructions to trade and the tariffs existing in foreign countries on imports into those countries are obstacles to trade. Removal of these tariffs would facilitate trade.

8. We do not know of any recent changes in the tariffs of foreign countries.

9. Our answer to No. 7 will serve as an answer to this question.

10. Our product has increased in 1895 about 40 per cent over our product in 1889.

11. Our total cost of producing goods is about 5 per cent lower now than in 1889.

12. Our present selling prices average about 4 per cent lower than in 1889.

13. We do not feel any competition from foreign manufacturers in our line in the United States. We do not think we would feel any competition from foreign manufacturers even if there was no tariff whatever on the lines of goods made by us.

14. The information we have in regard to costs of manufacturing stoves in Germany and England lead us to the opinion that we can produce these goods at lower cost in the United States than they can be produced in the two countries named.

15. Our prices and quality are in our favor in competing for trade in our line in foreign countries. The chief barrier to selling goods of our manufacture in foreign countries is the difference in tastes and customs. Almost every country has its own peculiar ideas as to goods, and it is difficult to change these ideas. If a country has been using the crude and clumsy goods made in England, it is difficult to persuade them to use the handsomer and more convenient goods made in the United States, even though the prices are the same. The power of fashion and whim is also felt within the United States, one section of a country frequently taking goods of different form and style from another section without any reason whatever except established custom.

16. The total product of stoves in the United States has increased during the last six years.

17. This is a very large question, and I am of the opinion that there is no real overproduction of goods in our line in the United States, as what would seem to be an overproduction is due to maladjustment in the distribution of wealth. Under right and just economic conditions I am confident that the demand for stoves would be much greater than the present facilities of manufacturers could supply.

18. We observed no effect from the reciprocity treaties of 1890.

20. I do not favor the application of the reciprocity principle to future tariff legislation. I am strongly in favor of absolute free trade, and believe that it would be far better for the manufacturing interests of this country than any other treatment of the trade question. Not only do I believe that the tariff on imports is wrong in so far as it interferes with trade, but I believe that a tariff is a pernicious method of raising revenue.

S. Wilks Manufacturing Company, Chicago, Ill.

2. Hot-water heaters, steam generators, etc.
3. Mexico, Italy, Holland, British America.
4. Through New York exporting agencies, circulars, etc.
5. No.
6. None that we know of.
7. None that we know of.
8. An increase of 200 per cent.
9. About 20 per cent less.
10. Cheaper labor.
11. Better in quality but higher in price.
12. (a) Favorable; (b) unfavorable.
13. Yes.

P. K. Dederick.

2. Chiefly baling materials and bands.
3. Nearly all countries, to a limited extent.
4. Circulars all over and advertising in export papers.
5. None that I know of.
6. None.
7. Immaterial.
8. About the same.
9. We discount about 10 per cent or more.
10. Chiefly in transportation and then by being in the way of trade. Sometimes we have to ship by way of competitors to reach markets.

England is connected by ferry to all points, and we have very bad communications. Suppose you start a dry goods store for retail at Madison Square, New York City, and I open another north of the Harlem. That is the situation exactly. When we get up a volume of trade that will bring us in touch, and with corresponding transportation facilities direct, then we will get our share of all trade and some more. However, in all lines, as a first consideration, we want to keep our home trade, as that is worth more to us than trade of all the world besides, hence no reciprocity with any country will compete for home trade.

The Pratt & Cady Company, Hartford, Conn.

2. Iron and brass valves, water hydrants, and iron foundry.
3. Capital of company, \$400,000; annual product, \$400,000.
4. Ninety one-hundredths at home.
5. Agents.
6. No.
7. None whatever.
8. None.
9. None whatever.
10. Larger.
11. About the same.
12. In favor of the purchasers.
13. None.
14. They have cheaper labor. We overcome this by implements, special tools, and machinery.
15. Can equal them.
16. Increased.
17. All of it.
18. Of no effect.
19. None.
20. I favor it on general principles.

Dean Bros., steam pump works, Indianapolis, Ind.

We occasionally ship a pump to Canada, Mexico, or South America. Our export business is insignificant. We therefore pass over your questions except No. 20. In answer to this, allow us to say that we emphatically approve of the application of the reciprocity principle to future tariff legislation. We believe a return to the protective-tariff policy, combined with the extension of reciprocity treaties as instituted by General Harrison's Administration, would, in a few months, make this the most prosperous nation on the globe. We think that the present Administration has done every thing possible to interfere with domestic and foreign trade.

Atlas Tack Corporation, Boston, Mass.

During the reign of reciprocity our foreign trade grew rapidly, but since its abrogation our export business has shrunk. In this particular line—tacks, brads, and nails—reciprocity was a great help to us.

We are the largest makers in the world in our line.

Edge Moor Bridge Works, Wilmington, Del.

We manufacture steel and iron superstructures for railway and highway bridges and viaducts, elevated railway superstructures, and structural framework for buildings and roofs of buildings.

The amount of capital employed is about \$1,200,000. Number employed, from 500 to 800; the value of the annual product, from \$2,000,000 to \$3,000,000, depending upon the condition of trade.

Our market is almost exclusively at home; occasional sales are made through exporting houses for abroad, but these form but a small percentage of the value of our business.

During 1882, 1883, and 1884 we made direct effort to reach the Australian market by sending a representative to that country, and obtained through his efforts several contracts for railway and highway bridges in Victoria and New South Wales. These were taken in competition with English manufacturers. Our success in these particular instances was due, first, to the difference in the designs of the structures, and next, to the fact that the raw materials were purchased in Europe, brought to our works and manufactured, and the import duty refunded to the extent of 90 or 95 per cent. Our experience with that market was that sufficient work could not be obtained to justify the maintenance of a competent engineering and contracting office in that country.

We are not aware of any discriminations or obstacles in the laws or customs regulations of any foreign country that restrict or prevent the extension of our foreign trade as compared with other exporters to the same markets.

The output of our establishment as compared with that of six years ago is practically the same.

The present cost of production as compared with that of six years ago is considerably less, due mainly to the decreased cost of raw materials, our own wages and transportation rates remaining practically the same now as then.

Present selling prices are very much lower than those of six years ago.

Our market being practically confined to the home market, we meet no competition whatever from foreign manufacturers.

We are in favor of the application of the reciprocity principle to future tariff legislation, and the enactment of a general law authorizing the President to negotiate reciprocity treaties with both European and American nations so far as possible.

Livingston Nail Company, New York.

4. Both home and abroad, but mainly home; had a fair and growing trade in South America and Cuba, but owing to abrogation of reciprocity treaty trade with Cuba ceased entirely, and was largely reduced from South America.

5. I sell to dealers direct; also through commission houses.

6. Yes, by sending samples to South America, Cuba, Australia, and New Zealand, and have met with good success.

7. Yes, the duties on horseshoe nails, in which I am a large dealer—much the largest in the country. Since the abrogation of the reciprocity treaties they have been admitted into Cuba and South American ports at less rates than from New York, and I would suggest the reenactment of those treaties if possible.

9. The removal of duties which discriminate against the United States would largely increase the export trade.

12. Much lower.

13. Competition is mainly from Sweden, Norway, and Germany. I was the first one to introduce machine-made horse nails into Cuba and many of the South American countries. The trade was increasing satisfactorily until American machines were taken to Europe, when, in consequence of the low price of iron and wages, the European makers

undersold me in the countries named, but when the reciprocity treaties were enacted the trade was coming back here rapidly, and was as rapidly stopped on their abrogation.

14. In lower cost of material and wages. As an instance of freight, would state that freight was obtained on 5,000 pounds nails from Gotenberg, Sweden, to Memphis, Tenn., at 36 cents per 100 pounds, when it rules about 60 cents from New York.

15. Can not compete with foreign labor and material.

16. In consequence of the introduction of trolley cars, bicycles, etc., sales will not average any larger than, say, six years ago.

17. The makers of nails in this country have a producing capacity of double the quantity now used here, and therefore need an export market to run factories in full force.

18. This is fully answered in No. 13.

20. Yes, most decidedly.

James M. Swank, General Manager American Iron and Steel Association.

PHILADELPHIA, *March 20, 1896.*

SIR: In reply to your letter of March 4, which, however, was not received until March 12, I have the honor to submit the following individual views concerning reciprocity treaties between our Government and the Governments of foreign countries.

I am, sir, very respectfully, your obedient servant,

JAMES M. SWANK,

General Manager of the American Iron and Steel Association.

Hon. A. J. HOPKINS, *Washington, D. C.*

The questions of commercial reciprocity, free sugar, and a sugar bounty, belong together, because to-day the policy of reciprocity in tariff legislation involves the abandonment of protective duties on sugar, and it is not to be supposed that the Republican party, which will probably be responsible for the tariff legislation of the immediate future, will seriously propose to revive the reciprocity feature of the tariff act of 1890 without also reviving its sugar-bounty feature. Sugar can not be made free under reciprocity without destroying our sugar industry unless a bounty be paid to our sugar producers. It may be assumed that the Republican party will not abandon our sugar industry.

There is no mention of reciprocity in any of the platforms of the Republican party prior to the Presidential campaign of 1892, when the Minneapolis convention of that year indorsed "the Republican policy of reciprocity" which had been incorporated in the tariff act of 1890, but it did not mention the sugar bounty policy which had been incorporated in the same tariff, nor has a sugar bounty or any other bounty for the benefit of any of our productive industries ever been approved by a Republican national convention. The reciprocity and sugar bounty legislation embodied in the tariff act of 1890 was, therefore, not only legislation which had not previously been recommended by a Republican national convention, but the sugar-bounty feature of that legislation has not since been approved by the same authority. Here is an anomaly. Reciprocity and a sugar bounty must stand or fall together under a Republican Administration of the Government, and yet one has been approved and the other has not been approved.

This country had experimented with the policy of reciprocity in two instances before the passage of the tariff act of 1890—a reciprocity treaty with Canada, concluded in 1854 and continuing in force until 1866, and a reciprocity treaty with Hawaii, concluded in 1875 and still in force. Our experience with Canadian reciprocity was not satisfactory to this country. It is generally understood that the reciprocity treaty with Hawaii was entered into for other than commercial considerations.

The sugar-bounty provision of the tariff act of 1890 was an entirely new feature in our tariff legislation. We know of no precedent for the payment of a bounty by

the General Government for the promotion of any productive American industry. The nearest approach to the adoption of a policy of this character was in the country's early history, when a bounty was paid to promote our fishery industry, but which also promoted the building up of an American merchant marine and the training of sailors for the American Navy.

When the Ways and Means Committee of the House of Representatives framed the bill which afterwards, with amendments, became the tariff act of 1890, it repealed the previously existing protective duties on sugar and provided a bounty of 2 cents a pound for the home producers of cane, beet, and sorghum sugar, but made no reference to reciprocity. The bill passed the House on May 21, 1890, with the sugar-bounty provision included. It was referred to the Senate Committee on Finance on May 23 and reported from that committee to the Senate on June 18, with amendments, but with the sugar-bounty provision unchanged, except that it was made to apply to maple sugar. No reference was made to reciprocity. That feature was also omitted from a second revision of the bill by the Committee on Finance, which was reported back to the Senate on September 6.

On September 10 the bill passed the Senate, and it then for the first time contained the reciprocity provision, which was inserted at the instance of Mr. Blaine, the Secretary of State, supported by President Harrison. In the bill as it passed the Senate the House bounty of 2 cents a pound on sugar was left unchanged, except that the maple-sugar amendment was approved. In the conference committee the Senate reciprocity amendment was approved, but the sugar bounty was changed so that the producers of sugar testing 90 degrees and upward should receive 2 cents a pound, while the producers of sugar testing less than 90 degrees and not less than 80 degrees should receive $1\frac{3}{4}$ cents a pound. In this form the bill passed both Houses and became a law on October 1, 1890, taking effect on October 6 of the same year.

Soon after the tariff act of 1890 went into effect President Harrison opened negotiations with various foreign countries "producing and exporting sugars, molasses, coffee, tea, and hides," and during the years 1891 and 1892 many reciprocity treaties were negotiated. The principal treaties were with sugar-producing countries. Most of the treaties were with South American, Central American, and West Indian countries or their European representatives. With Mexico and the Dominion of Canada treaties were not negotiated. All these treaties were abrogated by the terms of the tariff act of 1894. None of them were in force four years; some were in force less than three years.

We have obtained from the Bureau of Statistics of the Treasury Department a statement showing the total exports of domestic merchandise for five selected periods from the United States to the various countries south of us with which reciprocity treaties were negotiated under the tariff act of 1890, and also to Canada and Mexico. These periods cover two fiscal years prior to the passage of that act, two fiscal years during which all the reciprocity treaties were in force, and one fiscal year during which the treaties were in force only two months. The statement is as follows:

Table showing the total value of the exports of domestic merchandise from the United States to various foreign countries in the fiscal years ending with June 30, 1887, 1890, 1893, 1894, and 1895.

Country.	1887.	1890.	1893.	1894.	1895.
Guatemala	\$553, 179	\$1, 326, 388	\$1, 713, 142	\$1, 610, 509	\$2, 596, 032
Honduras	425, 741	522, 631	442, 907	537, 463	615, 009
Nicaragua	701, 151	1, 270, 073	812, 654	814, 012	967, 329
Salvador	477, 125	886, 231	1, 118, 054	1, 059, 292	1, 236, 595
British West Indies	6, 465, 030	8, 074, 433	7, 912, 341	8, 387, 220	7, 667, 561
Santo Domingo	1, 014, 414	926, 651	1, 108, 733	1, 715, 782	1, 318, 919
Cuba	10, 138, 930	12, 669, 509	23, 604, 094	19, 855, 237	12, 533, 260
Puerto Rico	1, 707, 241	2, 247, 700	2, 502, 788	2, 705, 646	1, 820, 203
Brazil	8, 071, 653	11, 902, 496	12, 339, 584	13, 827, 914	15, 135, 125
British Guiana	1, 423, 211	2, 011, 122	1, 953, 012	2, 360, 938	1, 684, 830
Total	30, 977, 675	41, 837, 234	53, 507, 309	52, 874, 013	45, 574, 863
Dominion of Canada	32, 328, 036	37, 327, 963	43, 026, 846	50, 040, 870	47, 787, 501
Mexico	7, 267, 129	12, 666, 108	18, 891, 714	12, 441, 805	14, 582, 484

This statement shows that our merchandise exports to the countries south of us increased over 35 per cent from 1887 to 1890 without reciprocity; increased about 28 per cent from 1890 to 1893 under reciprocity; declined slightly from 1893 to 1894 under reciprocity; and declined over 13 per cent from 1894 to 1895 with but two months of reciprocity. The decline in the exports in the fiscal year 1895 was chiefly due to the insurrection in Cuba, but this influence did not cause the decline in the exports to that island in the fiscal year 1894, during which the reciprocity treaties were in force.

The statement also shows that our exports of domestic merchandise to Canada and Mexico, with which countries reciprocity treaties were not negotiated under the tariff act of 1890, have increased very rapidly since 1887, although there was a decline in our exports to Mexico in 1894 and to Canada in 1895. To both countries the increase in our exports since 1887 has been more marked than the increase in our exports to the reciprocity countries south of us during the same period.

The table which we have given surely does not prove that the adoption of a reciprocity policy in the tariff legislation of 1890 materially increased our total export trade with reciprocity treaty countries to the south of us, if it increased this trade at all. If our export trade with Canada and Mexico increased without reciprocity more rapidly from 1887 to 1894 than our export trade with the reciprocity countries mentioned in the table, it would seem to be reasonable to suppose that some other cause or causes than reciprocity contributed to the enlargement of our exports to the reciprocity countries. Upon careful inquiry it may be found that we have been increasing our export trade with all the countries mentioned, Canada and Mexico included, because of the extremely low prices of our agricultural and manufactured products in recent years, and because also of their excellent quality.

The course of our export trade in iron and steel and manufactures of iron and steel in recent years, to which we will be excused for making special reference, does not indicate that this branch of our export trade has been much benefited under the late reciprocity treaties. The countries south of us with which we have had reciprocity treaties are small buyers of iron and steel since their railroad systems have been built. Without going into minute details, the subjoined table gives the value of our exports of iron and steel and of manufactures of iron and steel to all countries in the calendar years from 1887 to 1895, not including agricultural implements. The years mentioned cover substantially the same period of nine years as that referred to in the table already given.

Years.	Exports.	Years.	Exports.	Years.	Exports.
1887	\$16, 235, 922	1890	\$27, 000, 134	1893	\$30, 159, 363
1888	19, 578, 489	1891	30, 736, 507	1894	29, 943, 729
1889	23, 712, 814	1892	27, 900, 862	1895	35, 062, 838

From this table it will be seen that our exports of the articles mentioned increased over 66 per cent in the four years from 1887 to 1890 without reciprocity; that from 1891 to 1894 there was an actual decrease under reciprocity; and that in 1895 there was an increase over 1894 of over 17 per cent without reciprocity.

It is a pertinent and an important inquiry whether this country has been injured in any way by the adoption of the reciprocity policy of 1890. We think that the facts warrant the conclusion that we have been very greatly injured by the joint measures of reciprocity, free sugar, and a sugar bounty. The Government has lost by this policy many millions of dollars of revenue that it greatly needed. The tariff act of 1890 was in part entitled "an act to reduce the revenue," and that result it accomplished. Wise as was this act in nearly every particular, we have always contended that it was most unwise in abandoning the sugar duties embodied in previous tariff legislation and which had been a source of large revenue to the Treasury, and providing in their stead for the payment of a sugar bounty.

It is true that these two features of the act in question might have been adopted if a reciprocity policy had never been proposed, but having passed the House they paved the way for the reciprocity amendment in the Senate; indeed they were the direct cause of it. There could have been no reciprocity treaties without free sugar. Nor can there be any restoration of reciprocity without free sugar, and free sugar under a Republican administration of the Government means, as we have already said, a sugar bounty.

From the annual reports on commerce and navigation of the Bureau of Statistics of the Treasury Department we have compiled the following suggestive table showing the receipts of the Treasury from duties on sugar in the three fiscal years immediately preceding the enactment of the tariff act of 1890 and in the three full fiscal years succeeding its enactment:

Fiscal years.	Duties collected.	Fiscal years.	Duties collected.
1888	\$50, 647, 014. 17	1892	\$76, 795. 14
1889	54, 896, 437. 38	1893	163, 956. 25
1890	53, 985, 873. 85	1894	250, 763. 53

It is fair to assume that the total loss of revenue to the Treasury from sugar during the almost four years in which the tariff act of 1890 was in force exceeded \$200,000,000 and averaged above \$50,000,000 annually.

But the harm done to the Treasury by the repeal of the sugar duties is not all told in the figures given above. To the loss of the revenue from sugar duties must be added the sums annually taken directly from the Treasury to pay sugar bounties in the fiscal years 1892, 1893, and 1894, and the fraction of the fiscal year 1895, extending from July 1 to August 28, 1894. These payments were as follows: 1892, \$7,342,077.79; 1893, \$9,375,130.88; 1894, \$12,100,208.89; 1895, \$966,185.84; total, \$29,783,603.40.

The fatal error that is embodied in the reciprocity policy was its abandonment of the policy adopted by the fathers of the Republic of imposing duties at the custom-house that should be uniform in their application to the products of all countries. In lieu of this policy, which was established in our first tariff act, and which had been sanctified by one hundred years of successful trial, there was substituted the British policy of commercial treaties, and this was done, not to protect and preserve the home market for home producers, which is the very essence of the protective policy of the fathers, but that foreign markets of less value than the trade of one of our great States might be captured. The old school of protectionists always taught that foreign markets were to be captured by the excellence and cheapness of our products after protection had built up our industries. We prefer the old way.

The foregoing facts and opinions are presented solely in our own behalf, and not in behalf of the American Iron and Steel Association.

The Cincinnati Corrugating Company, Piqua, Ohio.

2. Corrugated and other forms of iron and steel, galvanized and painted roofing, siding, ceiling, etc.

3. Cuba and Mexico.

4. We have endeavored to extend our foreign trade by advertising in newspapers, by mailing catalogues and circulars to prospective buyers, and by personal representation, principally through syndicated representatives, and in one case in Cuba, through the undersigned. We have had fair success in Mexico, but little, if any, in the South American countries, and some success in Cuba, but under the reciprocity treaty only.

5. We are not aware of any such discriminations.

6. We are not aware of any except the abrogation of reciprocity treaties.

7. We do not think that any reduction of customs imposed by foreign nations, which bore equally on all other nations, would be of any material advantage to us in our line, except possibly by cheapening such goods to them and thus enabling them to buy more.

8. We have no foreign business now except with Mexico, which is about the same now as six years ago.

9. Selling prices are lower than those of six years ago.

10. Foreign competitors have advantages over us in lower cost of labor, in the cost of their goods, and as generally as we can express it, freights are about one-half that they are from this country to foreign selling points.

11. We can always compete with foreign merchants in quality, but when sales are dependent on prices only, we can not compete with foreign merchants. The basis on which we get orders from Mexico, for example, is almost solely dependent on their being able to get such goods as we make from this country more promptly than they can from foreign countries.

12. The general effect of the reciprocity treaties was favorable to the export trade of the United States, and to an extent that can not be too strongly expressed. The effect of the repeal was immediate, and, so

far as our observation goes, to cause a reduction in volume of such trade to equal at least 90 per cent.

We inclose herewith copy of letter addressed in 1894 to W. C. Brown, treasurer of the Isaac Harter Company, Fostoria, Ohio, expressing our views on this point more in detail.

13. We do most heartily favor the application of the reciprocity principle to the tariff legislation, and the enactment of the general law authorizing the President to negotiate reciprocity treaties with both European and American nations as far as possible. We consider the principle of reciprocity as being the wisest and most effective principle ever introduced in the commercial legislation of the United States, and the only principle which will enable us eventually to capture our full share of the markets of the world. The market of the United States is ours, and should be forever preserved so, except in so far as it is made to our interest to make concessions, and it is the most shallow idea possible to concede our markets without consideration therefor, and the principle of reciprocity will protect us in this.

PIQUA, OHIO, *October 19, 1894.*

DEAR SIR: Your esteemed favor of the 18th is received to-day, and we beg to state that before the reciprocity treaty between Spain and the United States went into effect, we were never enabled to sell any of our material in Cuba although we, made strenuous efforts for years previous. After the reciprocity went into effect, we sold 30,600 galvanized tiles, amounting to \$8,119.98 in value.

Toward the latter part of the duration of the reciprocity treaty, however, competition arose from the Eastern manufacturers, by which they supplied very large quantities, amounting to many times the amount that we sold, as they had the advantage of cheaper freights to Habana and other Cuban points.

The principal shipments were made from New York, and if you could have some one attend to it no doubt you could get from the custom-house there the records of the principal shipments during the reciprocity treaty to Cuba and other points.

When the writer was in Habana about two years ago, he was told that all the flour used in Cuba was then coming from the United States, and the same was true of all articles of cast and wrought iron and steel, which previously came principally from England. One of the most intelligent merchants in Habana informed the writer that the imports for any given period, under reciprocity treaty in Cuba, amounted to more than the imports from the United States, all South America, Central America, and Mexico, some of which countries had no reciprocity treaty with this country.

Yours truly,

J. G. BATTELLE, *Secretary.*

W. C. BROWN, *Treasurer The Isaac Harter Co., Fostoria, Ohio.*

The Seidel & Hastings Company, Wilmington, Del.

2. Charcoal iron plates and other plate iron.

3. \$230,000. 150 to 200. \$200,000 to \$300,000, according to state of business.

4. Exclusively at home.

10. About two-thirds.

13. None. Our work is largely a specialty and on orders for quick delivery.

18. Effect undoubtedly favorable and repeal unfavorable, speaking in a general way, but neither affects us directly.

20. Yes.

R. D. Wood & Co., Philadelphia, Pa.

Permit us to say that if it is possible to reestablish reciprocity as was the case a few years ago, nothing could be done which would more facilitate the expansion of the export trade of our particular branch of manufactures.

As to cost of production in this country, we are almost on the same level as the manufacturers abroad, and we only need some such assistance as reciprocity to attract to this country a very large volume of business, and therefore earnestly hope that a movement toward this end may take shape.

MACHINERY.

CIRCULAR OF INQUIRY TO MANUFACTURERS.

COMMITTEE ON WAYS AND MEANS,
HOUSE OF REPRESENTATIVES,
Washington, D. C., March 4, 1896.

SIR: In order that they may give more intelligent consideration to pending and proposed legislation, the subcommittee of the Committee on Ways and Means of the House of Representatives in charge of bills relating to reciprocity arrangements and commercial treaties would be greatly obliged if you would forward them, at your earliest convenience, your views and suggestions, and such information as you are able to furnish upon the following points, namely:

1. Give full name and address of firm or company.
2. Lines of manufacture.
3. Amount of capital, number of persons employed, and value of annual product.
4. Do you find your market at home or abroad, and, if both, in what proportion?
5. Do you sell direct to foreign dealers or through commission houses?
6. Have you made any direct effort to extend your foreign trade; and if so, by what means, with what success, and in what countries?
7. Are you aware of any discriminations or obstacles in the laws or customs regulations of any foreign country that restrict or prevent the extension of your trade; and if so, can you suggest any means by which they may be removed?
8. What changes have recently occurred in the tariffs of foreign countries so far as they relate to your lines of manufacture?
9. How far would the removal or reduction of the customs duties imposed by foreign nations upon the merchandise in which you deal aid in the extension of your export trade?
10. What is the output of your establishment compared with that of six years ago?
11. How does the present cost of production compare with that of six years ago; including wages, the cost of raw material, and transportation rates by sea and land?
12. How do present selling prices compare with those of six years ago?
13. What competition do you meet with from foreign manufacturers, and in what markets?
14. What advantages do your foreign competitors have over you in the cost of manufacture and in transportation charges to foreign markets?
15. To what extent can you compete with foreign manufacturers in quality and prices?

16. Has the total product of the United States in your line of manufacture increased or decreased during the last six years?

17. What proportion of the total present and possible output in your lines of manufacture in the United States can be absorbed by the domestic market; and what would be your estimate of the natural surplus for export if all manufacturers in your lines were producing to their full capacity? (The purpose of this inquiry is to secure as accurate an estimate as possible of the necessity for new foreign markets to the manufacturers of the United States.)

18. Was the general effect of the reciprocity treaties made in 1890 favorable or unfavorable to the export trade of the United States, and what was the effect of their repeal?

19. What was the effect upon farm products particularly?

(If your replies to inquiries 17 and 18 are based upon actual experience, please give details as fully as possible.)

20. Do you favor the application of the reciprocity principle to future tariff legislation, and the enactment of a general law authorizing the President to negotiate reciprocity treaties with both European and American nations, so far as possible?

These inquiries have been forwarded to several hundred persons, firms, and corporations who are engaged in the manufacture of various lines of merchandise that enter into the export trade, and the replies are intended for publication with a report which the Committee on Ways and Means will make to the House of Representatives; but, if so desired, any information received will be regarded as confidential. All values should be expressed in United States gold, and all quantities in our weights and measures.

Any suggestions or information of value bearing on these subjects that is not called for by the above inquiries will be appreciated.

I am, sir, your obedient servant,

A. J. HOPKINS, *Chairman.*

REPLIES.

The Detroit Steel and Spring Company.

The value of reciprocity arrangements between our Government and other nations would be felt indirectly rather more than directly.

We are one of the largest producers of railroad, engine, and car springs. This product is sold largely to railroads to whom we give freight business, and the advantage which we have over our competitors in the trade of our locality lies in the fact that we are able to reciprocate for any preference or favor shown to us.

We are also producers of material used by the agricultural implement makers, who are becoming exporters of considerable magnitude, so that any arrangement for the increase of their export business would be at once felt by our company. The value of reciprocity can hardly be estimated between nations, for its benefit in local trade is so great.

We are unqualifiedly in favor of reciprocity between our Government and other countries, believing that the benefit derived will be felt by every one of our 500 employees as well as the stockholders of our company.

William F. Draper, House of Representatives United States.

Reciprocity, while in my view most desirable with countries like the South American whose products are different from our own, would probably be of more value for farm products than for the general manufacturing products of the country, unless the proposed treaties contained differential duties against England as compared with this country.

The fact is that in most manufacturing lines the English can make cheaper goods of the same quality than we can, and that of itself will give them the foreign market, other things being equal.

WILLIAM F. DRAPER.

George Draper & Sons, Hopedale, Mass.

Replying to your circular letter of March 4, would say that the firm of George Draper & Sons acts as selling agent for the Sawyer Spindle Company, Northrop Loom Company, Hopedale Machine Company, and Dutcher Temple Company, and manufactures goods on a small scale. The Sawyer Spindle Company and Northrop Loom Company do not manufacture goods, and the questions below answered cover the products of the Hopedale Machine Company, Dutcher Temple Company, and the manufacturing plant of George Draper & Sons.

2. Cotton machinery, i. e., machinery used in the manufacture of cotton yarns and cloths.

3. Amount of capital invested in business, \$1,500,000; number of persons employed, about 900; value of annual product, \$1,700,000.

4. Our entire market is in the United States.

5. No sales made.

6. It would be useless for us to attempt to make foreign sales, since the cost of products similar to ours, and only slightly inferior, can be produced by English machine shops at much less than our cost of production, and freights and banking facilities are in favor of English shops.

7. On account of the facts stated in question 6, we have never attempted to sell goods outside of the United States.

8. We have no knowledge of the matter.

9. If any change of tariffs in foreign countries were to be so made as to admit English-built machinery on the same terms as ours, it could not possibly affect our making sales. If, on the other hand, changes of tariff of foreign countries could be made on the lines of reciprocity with the United States alone, and such changes would, through differential import duties of such foreign countries, substantially offset the difference in cost between English-made machinery and our own, it would, we, think, increase our trade.

10. The output of our establishment six years ago was \$1,375,000; last year, \$1,700,000. Last year, however, we added a new line of machinery to our output, of which we have sold about \$400,000 worth, so that, comparing the sales of the two years, without reference to the added line of machinery, we sold \$75,000 worth more of goods six years ago than last year.

11. The cost of production is somewhat less than six years ago, the decrease being in cost of raw material, principally pig iron. We employ more men now per \$1,000 of sales than we did six years ago, at somewhat less wages per man.

12. Present selling prices are somewhat lower than six years ago; we can not make an absolute comparison, as we have materially altered and improved and changed our products.

13. Machinery competing with that built by us is sold in the American market, and establishes the price for many lines of cotton machinery in the United States, i. e., cotton machinery can be delivered in the mill (the common form of delivery) at less cost to the English builder than to us, after having paid the duty and freight charges.

14. Our foreign competitors can produce machinery of given type for much less than our costs, and their freight charges to foreign countries are lower than ours.

15. We excel foreign manufacturers in the quality of our goods, but our prices laid down at points outside of the United States, on even terms, would be much higher, even though we are willing to sell on a lower margin of profit.

16. The total product of the United States in our line of manufacture remains substantially stationary. There are, we think, the same number of concerns in business in our line now as then; some of these concerns have increased their output and others decreased.

17. Our general estimate is from one-sixth to one-quarter of all cotton machinery put into American mills to-day is made in England. The present American builders of cotton machinery could easily increase their output so as to make what is needed to fill American mills if the price of the English machinery was not cheaper.

18. We believe that the general effect of the reciprocity treaties made in 1890 was favorable to the export trade of the United States; that indirectly the effect was favorable to us in that it helped our customers, the cotton mills.

19. We know almost nothing as to the effect upon farm products.

20. If to the application of the reciprocity principle can be added suitable protective laws, so that the United States can make fair reciprocal arrangements, we believe in the principle.

Gates Iron Works, Chicago.

2. Manufacturers of rock and ore crushing and general mining machinery.

3. Canada, Mexico, the republics of South and Central America, British Isles, France, Belgium, Sweden, several colonies of Australia, Tasmania, New Zealand, and all the mining countries of South Africa.

4. We have made great effort to extend our foreign trade, chiefly by resident agents in Canada, Mexico, England, South Africa, and Australia. Our trade in all of these countries is growing, but our largest success has been obtained in South Africa, chiefly, of course, in the South African Republic.

5. We do not know of any special discrimination in the tariff laws in the foreign countries that are any greater obstacles to the manufacturers of the United States than to the manufacturers of other countries. The tariff of 30 per cent imposed by Canada on mining machinery cuts us off from a large market close at home, and we believe that the restriction is felt as keenly by the mining interests in Canada as by the manufacturers on this side.

6. We know of no recent changes in the tariff of foreign countries.

7. The removal of the Canadian tariff on our class of machinery would largely increase a profitable field.

8. The volume of our total business, as compared with that of six years ago, is nearly three times as great.

9. The present prices are not more than 60 per cent of those of six years ago.

10. The only advantage our foreign competitors have over us is in the cost of certain kinds of iron and steel. This is chiefly, of course, the case in England, but on nearly all grades of these products we are at present on pretty even terms.

11. We can successfully compete with all foreign manufacturers in both quality and prices except in cases where special grades of steel peculiar to foreign countries are used.

12. In our line of business we did not feel the effect of the reciprocity treaty made in 1890.

13. We do not believe in that system of reciprocity which results in the benefit of one class of manufacturers without any relation to those equally worthy. We believe in reciprocity treaties which are broadly general, so that the general effect shall be a free as possible interchange of trade between different countries, especially between the United States and Canada and the United States and Mexico.

The Filer and Stowell Company, Milwaukee, Wis.

2. Steam engines, pumps, and sawmill machinery.

3. Five hundred and fifty thousand dollars capital; three hundred employees; value of product, \$600,000.

4. Ninety per cent home market, 10 per cent foreign market.

5. We sell direct.

6. Yes, by traveling salesmen.

7. The change in the tariff laws with Cuba and the South American republics has indirectly damaged our business considerably. A large per cent of our machinery is used in the Southern States. As stated, the change in the tariff laws has interfered with exporting lumber from the Southern States, and in that way has affected our business. What is needed to improve export trade between the United States, Cuba, and the South American republics is direct lines of steamers. This would be our remedy. A couple of years ago we made a shipment to Venezuela by way of Liverpool. Such a triangular route is hardly in keeping with American enterprise.

8. Do not know.

9. A reduction in Canadian tariffs would benefit our business considerably.

10. Forty per cent greater.

11. Twenty-five per cent less.

12. Forty per cent less.

13. None in American markets.

14. Foreign-built sawmill machinery is 75 per cent lighter. Therefore they have a proportionate advantage in material and transportation.

15. Builders of the best grade of sawmill machinery in the United States could compete with the world in quality and adaptability for the purpose it is intended.

16. Increased approximately 25 per cent.
 17. Approximately 60 per cent can be absorbed in the home market.
 18. As far as my experience goes, the effect of the reciprocity treaties of 1890 were favorable to American manufacture.
 19. I have no means of knowing its effect upon farm products beyond the increased duties on flour exports.
 20. Yes; I favor the application of the reciprocity principle to future tariff legislation, and recommend the enactment of a general law authorizing the President to negotiate such treaties with European and American nations as far as possible.
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The Ball & Wood Company, New York.

This company is engaged in building steam engines for manufacturing and electrical purposes, and while our dealings with foreign countries have been limited, yet we have shipped engines to Belgium, Switzerland, Cuba, Siam, and now have an order on our books for Japan.

In our experience we do not find a prejudice existing against our goods abroad, or that customs duties or other restrictions prevent their introduction. We attribute the failure of our people to obtain a larger share of foreign trade to an absence of sustained and systematic effort, ignorance of how to go about it, and to their greed of profits resulting from high prices at home, fostered by an extreme protective tariff.

Under such a system trade is artificially stimulated at home and prices are high. This encourages the establishment of industries, and for awhile we are prosperous, then the limit of capacity is reached for the country to absorb its manufactured products, a reaction follows, and we experience a period of depression, low prices, and failure. It is then that the surviving manufacturers appreciate the merits of a foreign trade, and look about them to procure it, but find it is no easy matter, and that while they have allowed their trade to follow, like force, its line of least resistance, the English, German, and French are already in full possession.

You ask our opinion of the reciprocity principle, and we think it is well enough, but believe it is unnecessary, and have sufficient confidence in the greater business energy, better machinery, and more intelligent labor at the command of American manufacturers to believe that all they need is a settled and stable policy of tariff and finance to make their way successfully in the markets of the world. If you will give us a moderate and fixed tariff, not so extreme in either direction as to invite attack from political parties, and if you will give us a sound and permanent financial system based on values recognized in commerce the world over, the business community can be left alone to care for itself and lay plans with confidence for trade both at home and abroad. Without these we can only regard the future with misgiving, and can only regret having made investments which are subject to the endless changes in legislation and the interference of politicians.

In this letter we have probably gone outside of your inquiries, but believing that you wish to put yourselves in touch with the manufacturers direct, we believe you will pardon us.

The Black & Clawson Company, Hamilton, Ohio.

We are in receipt of your circular letter of March 4, and below you will find our reply, which is given in numerical order, as per your circular. We hope you will find our answers of interest, and we shall be glad to have you to, at least in a measure, restore the tariff and reciprocity legislation.

2. Builders of paper-making machinery.
3. Japan, Australia, Mexico, Canada, France, Scotland, Germany.
4. Yes. Advertising in trade journals and a few export publications.
5. We have a heavy duty to pay to get into Canada and Australia; and the silver money of Japan and Mexico makes it difficult to get orders from there. Reciprocity might help us in the tariff with the former countries, but we have no suggestions on the silver problem with the latter ones.
6. None, we believe.
7. Would help us very considerably in Canada.
8. About 66 $\frac{2}{3}$ per cent.
9. Much lower.
10. Owing to lower wages their goods cost somewhat less, but with the high merit of American machines we are able to compete in price. Transportation, however, is in their favor.
11. Quality of American machinery is highly appreciated in most foreign countries.
12. Do not think it had other than an indirect effect on our line of manufacture, but this was to our advantage. We look upon their repeal as unfavorable to this country.
13. Yes. We believe it will increase our export trade with all countries and in all lines to which it applies.

Jarecki Manufacturing Company, Erie, Pa.

2. Brass and iron goods and machinery for steam, gas, oil, and water purposes, etc.
3. Capital, \$2,000,000; employees, 800.
4. Mostly at home, small export proportion.
5. Some to foreign dealers, some through export houses to Europe and South America.
6. Partly by advertisement.
10. About 25 per cent increase.
11. Labor about same cost, material lower.
12. Considerably lower.
14. None, except lower-priced labor.
15. Can compete in some of our lines.
16. Considerably increased.
17. Present output too large for home consumption.
20. Yes.

J. A. Field Manufacturing Company, St. Louis, Mo.

2. Sugar-cane mills, feed mills, and agricultural implements.
3. Twenty thousand dollars; 25 to 40 employees; value of product, \$110,000 annually.

4. Market both home and foreign—about 10 per cent foreign.
5. Sell both direct to foreign dealers and through commission houses.
6. We have tried to extend our foreign trade by advertising, with reasonable success, mostly in South America, Mexico, India, Europe, and Canada.
7. The trouble we have is the excessive revenue laws of other countries.
9. It would triple our trade if these laws can be repealed or modified, especially with Canada and Mexico.
10. The output of our establishment is 25 per cent less than six years ago.
11. Wages and most raw material now are lower by 10 to 15 per cent than six years ago, and selling prices much less still.
12. They are 25 to 35 per cent less.
13. Europe; in all the markets we enter.
14. Cheap labor and cheap transportation; both are in favor of Europe, as well as shipping facilities direct. Many times we have to go via Europe to get to South America.
15. We can compete in quality to its fullest extent, but not at all in price.
16. We think it has decreased very much.
17. Two-thirds now, and the balance, one-third, could be exported as it is now, and if running full capacity nearly one-half could be sent abroad.
18. The reciprocity treaty of 1890 was very favorable to foreign trade in this country with others where this reciprocity existed.
19. Do not think we can answer this question more fully than we have in the last two questions.
20. We favor reciprocity with all countries as far as practical, giving the President full power to negotiate such treaties.

Diamond Machine Company, Providence, R. I.

We are not aware of any particularly beneficial effects derived from the reciprocity legislation of 1890 in our business. We believe, however, that the effect of the legislation has been good for the country as a whole, and trust that it will not be repealed.

In regard to your second question, we will say that the customs duties in most countries in Europe, and especially in France, interfere very seriously with the extensions of trade in those countries. We are practically shut out from the French market for all of our productions, except the very largest and heaviest machines. We are thereby deprived of a portion of the grinding machine business which we would like to secure in this country, and the manufacturers there are unable to supply themselves with the best line of grinding and polishing machinery made in the world. The situation in central South America is not so familiar to us, as our trade has not extended to this country to any extent, except through commission houses in New York.

The customs of England are so liberal that we are able to do a very large business in that country.

The Standard Machinery Company, Mystic, Conn.

Capital, \$103,000; 60 persons employed; annual product, about \$120,000; market mostly at home; ship some goods to South America through commission houses; are doing more advertising than formerly to extend foreign trade.

Our output is about the same as six years ago, but prices are lower. Competition is much greater than then; cost of production a little less; wages a little lower, and some kinds of material less.

Foreign competitors have the advantage over us in the lower price of labor. If we had a larger foreign outlet for our goods we could increase sales materially. The home market is not sufficient to absorb all the goods manufactured in our line.

In answer to inquiry 20, we would say that we favor reciprocity treaties with foreign countries.

We also favor restriction to foreign pauper immigration. Our large manufactories are filling up with cheap pauper labor, caused by the immense tide of immigration setting in upon us, and the increase of labor-saving machinery whereby cheap foreign labor can be employed to the exclusion of our native-born workmen, who go into other lines of work rather than be brought down to starvation wages. Increase of competition tends to lower the price of labor.

There are many other things that enter in to hurt trade and reduce profits. The reduction of the tariff on woolen goods has almost ruined that industry in this country.

F. J. Kingsbury, Waterbury, Conn.

Our market is of necessity mainly a domestic market, but anything which makes trade healthy and gives the people good wages, so that they can buy the comforts and luxuries of life which we manufacture, is a benefit to us.

The Liberty Machine Works, New York.

1. The name of the company of which I am president is the Liberty Machine Works, at 61 and 63 Frankfort street, New York City.

2. Building by contract of printing and paper-cutting machinery, dealing in type, printing inks, and all kinds of printers' materials, papers, etc.

3. All the Latin-American countries, and Europe, China, etc.

4. We have made direct efforts to extend our trade by our Spanish publication, *El Amigo del Tipógrafo*, and interesting Latin-American merchants in selling our goods with growing success. Our paper is more in the nature of a catalogue in sections and interests lastingly by articles on pertinent questions in the printing trade. We have sent often samples of newspaper, etc., and try to get contracts to supply regularly papers of important circulation.

5. In Cuba we can not sell any paper since the cancellation of reciprocity treaty. The Spanish-made paper enjoys such advantages over the United States made that the United States are virtually out.

6. The disadvantages now existing arise only from the cancellation of the reciprocity treaties; otherwise we are not aware of any changes in existing tariffs—printing machinery, types, etc., being mostly on the free list.

7. The general adoption of the "free" clause for the printing machinery, types, and news paper coming from the United States would, beyond any doubt, increase our trade immensely.

8. Our business has steadily grown since we committed ourselves exclusively to the export business in 1891, and amounts now to about \$100,000 per year.

9. The present net selling prices for printing machinery and types are much lower, but this is not owing so much to any foreign competition, but to transferring the sharp home competition to the trade in the Latin-American countries by the American manufacturers.

10. The advantages of foreign competitors are principally in the freight; for instance, we have at present a hard stand against German paper manufacturers in Venezuela. Their paper is somewhat cheaper and the freight enough cheaper to make a decided difference in the cost of the paper for a large newspaper, and in consequence we may lose our contract with El Pregonero, of Caracas, Venezuela.

11. With regard to foreign competition in printing machinery, types, etc., we have to rely on the quality, principally. We can sell even some printing machinery and types in Europe.

12. The reciprocity treaties have been in general favorable, according to our experience. Their repeal acted for a while unfavorable, but as the quality of the goods was the principal recommendation in our line of goods, the demand commenced again after a while. We are sure, though, that a steady and larger increase would have followed if the treaties had continued.

13. So far as we can judge from our experience, the reciprocity principle is entirely sound, if the treaties are made to please both parties.

The Stilwell-Bierce & Smith-Vaile Company, Dayton, Ohio.

The full name of our company is appended hereto, and our lines of business are chiefly the manufacture of turbine water wheels, feed-water heaters, steam pumps, oil-mill machinery, ice and refrigerating machinery, and power-transmitting machinery of various kinds.

Answering your questions in the order in which they are presented, so far as we can, we beg to say we have dealings with Great Britain, France, Germany, Russia, China, Japan, and the various Republics of Central and South America, Mexico, Cuba, and Canada. We have made considerable effort to secure business in these various foreign countries, and have concentrated our efforts for business in Great Britain and continental Europe in the hands of an agency in London. In the other countries named, we operate either through local agencies or by correspondence. Just at present, we have a very large contract with parties in Canada. Of course the tariff tax levied on all machinery introduced into Canada stands in our way, and no doubt our business with that country could be very considerably increased but for this fact. At the same time, we are strong believers in the doctrine of protection and we are perfectly willing that Canada should apply the same doctrine in protection of the interests of her manufacturers and workmen.

The volume of our business as compared with six years ago has considerably increased (we refer now to the foreign business), but it has not met with that increase which we had confidently hoped for and expected. Selling prices at present are very much lower than they were six years ago. Foreign competitors have an advantage over us, in the fact that

as a general thing their labor is much cheaper, and also transportation charges as a general thing are very much less from English and European ports than from our ports. Our foreign business with Mexico and South America, for instance, could be largely increased and facilitated greatly by regular lines of steamships running from our ports to the principal ports of those countries. The reciprocity feature of the tariff law enacted in 1890 we looked upon with great favor. It was not in force a sufficient length of time to fairly test its merits, but it was in force a sufficient length of time to clearly establish the fact that under its operations a very large increase in our export business could be made.

We should be very glad to see that feature of the law reenacted. We want a fair and reasonable tariff that shall produce sufficient income to meet the needs of the Government, and levied upon such articles as shall afford the largest amount of protection to our own industries and our workmen. If such a bill, coupled with reciprocity features, could be enacted and allowed to stand for a few years, we confidently believe that it would result in a very large increase of our export business and a very large development of our manufacturing industries.

The Wallace Manufacturing Company, Frankfort, Ind.

2. Clay-working machinery for manufacturing brick, and drain tile in particular.

3. Capital, \$20,000; invested, \$40,000; employ 30 persons; annual output about \$50,000.

4. The majority of our trade is at home; we export some of our goods, particularly to Canada. Recently shipped a \$3,000 plant to Guatemala, Central America.

5. Part of our export trade we receive through exporters and part direct.

6. We have made no direct effort to get foreign trade.

7. Personally, we know of no particular discrimination, except between Canada and the States. The duty on brick machinery going into Canada is 30 per cent. The result is we are deprived of considerable business from Canada. The duty is making it possible for our machinery to be manufactured in Canada, as the inclosed letter will testify. We find that the German manufacturers, as well as the English and the Canadians, are copying after our machinery as near as possible; and with the duty against us, and with the difference in the price of the labor, we can not hope to have much trade from these three sections. We can only suggest that such material or goods that those countries produce that we can not produce should be admitted into the United States free, on condition that goods that are not produced by those countries and produced by the manufacturers of the United States be admitted free.

8. We know of no changes in the tariff between those countries and the United States taking place in the last five or six years.

9. If the duty was removed from brick machinery going into Canada, we could increase our business fully 25 per cent.

10. The output of our factory in 1893 and 1894 was 50 per cent of what it was in 1891 and 1892. Our output in 1895 was 10 per cent less than it was in 1892. Our output this year will fall off 75 per cent of what it was last year if it continues as it has been since the 1st of January.

11. The cost of production of our machinery is about the same as it

was six years ago. The trade has demanded a high grade of machinery. The cost of labor is slightly less—nothing to speak of as compared with the better grade or the extra cost incurred in making higher grade of machinery. The cost of material is in some respects lower and in other respects it is higher. The same can be said of railroad transportation.

12. Our selling prices are fully 20 per cent lower than they were six years ago.

13. We meet with considerable competition in the States with Canadian, English, and German makes of brick machinery.

14. Our foreign competitors—Germany and England in particular, we speak of them for the reason that they are the largest manufacturers of clay-working machinery of any country outside of the United States—have a very considerable advantage over us in the matter of wages paid for labor. We find on close observation that our direct labor account equals a little more than half of our general expense of producing our machinery; and with Germany paying at least 50 per cent less and England 25 per cent less, and with strong competition at home, it drives our margins on machinery to the lowest notch, and we still can not meet their prices east of the Alleghany Mountains. The advantage that we have so far is, that our machinery in this country is superior to the machinery made in England and Germany, but they are copying after us very rapidly, and we look for very strong competition with them for the eastern trade as far west as Pittsburg if there is not sufficient duty placed upon brick machinery to protect us against such competition.

16. We have no data to tell what the exact total product is in the United States in our line. We do know, however, that the facilities of the United States are such that we can produce a surplus over home consumption. The manufacturers of brick machinery have increased their plants from time to time each year until last year, since when they have decreased somewhat for the want of business.

17. The United States could consume 75 per cent of the output of our present facilities for manufacturing brick machinery. Therefore we have facilities at the present time for making a surplus of fully 25 per cent, and have plenty of ground and money to very materially increase our output.

18. Most undoubtedly the reciprocity treaties of 1890 would be favorable to the export trade of the United States and the repeal of same we consider one of the greatest blunders of the age. Our stringent times in the manufacturing lines of 1893, 1894, 1895, and 1896 are due largely to the repeal of the reciprocity treaties, for the reason that previous to 1889 the manufacturing interests of the United States were working on an unsupplied market. In a great many lines they had struck the zenith long before that time, and were not only able to supply home consumption, but to make a surplus. The reciprocity treaties of 1890 opened a market for this surplus, a larger quantity being consumed at home by giving employment to the surplus labor, thereby making business in the United States much better for those who were depending upon the United States for the consumption of their product. When the United States lost its export trade through the repeal of the reciprocity treaties, we lost not only our export trade, but the trade in the United States from the lack of the ability of the laboring classes to purchase a great many articles that they could have purchased if they had been given steady employment, as they were during the short time when reciprocity treaties were in force.

19. To our mind the repeal of the reciprocity treaties has acted as a "bear" on all farm products, for the reason of the inability of the laboring classes to consume as much as they did when the reciprocity treaties were in force, thereby giving us a surplus of farm products that otherwise would have been consumed.

20. Most undoubtedly we are in favor of applying the reciprocity principles to future tariff legislation, and the President should be authorized to negotiate reciprocity treaties with all countries, especially South American and Central American countries, as well as Mexico, admitting many of the articles that they manufacture or produce and that we do not manufacture or produce into the United States on condition that they admit our manufactured product free.

We sincerely hope that the Ways and Means Committee will formulate a tariff bill that will close our ports of entry against every article that we can produce in this country for our own consumption, even if it becomes necessary to have a more direct tax than duty on imports in order to maintain our Government. If the tariff laws are such that they will shut off competition from foreign countries so as to manufacture our home product and keep our labor employed, and with a reciprocity treaty that will take care of our surplus, we can well afford to pay our taxes direct in order to maintain the Government.

We trust that this will be satisfactory, and that you will succeed in formulating a tariff law that will not only bring in sufficient revenue to carry on the expenses of the Government, but that it will protect each manufacturer in his particular line of goods that can be produced for our home consumption, and with a reciprocity treaty that will open up the markets of the world. We are confident that if you will do so, the United States Government can redeem bonds instead of issuing more.

D. G. Loomis & Sons, brickmakers, builders, and railroad contractors.

SHERBROOKE, QUEBEC, *March 13, 1896.*

DEAR SIR: Yours of the 10th to hand, and in answer say that your machinery, with duty and freight, came too high; so we have arranged to manufacture what we require here, with the exception of a Potts disuit.

All our orders for machinery are filled, and we expect to be in full working order within a month. Our market requires a soft-mud brick, and it would be too expensive and difficult a job to introduce a stiff-mud brick now, for they are prejudiced against auger-machine brick.

Yours,

D. G. LOOMIS & SONS.

The WALLACE MANUFACTURING COMPANY,
Frankfort, Ind.

The Link Belt Machinery Company, Chicago.

The present rates of customs interfere with our Canadian trade, and reciprocal arrangements with Canada would be of advantage in our business

Nordyke & Marmon Company, Indianapolis.

2. Flour-mill, rice-mill, and other cereal-mill machinery.
3. Five hundred thousand dollars; 250 persons now; 450 during good times.
4. Both; 90 per cent home; 10 per cent abroad.
5. Both.
6. Yes. Lately, by associating ourselves with an export association, with headquarters in New York City. Formerly by advertising.
7. We are, especially in Canada and South American countries. Suggest the remedy: Reciprocity.
8. We know of none.
9. Materially.
10. About 75 per cent.
11. Somewhat less.
12. No comparison whatever. Starvation prices at present.
13. We can not nor do not pretend to compete with foreign countries. Generally a matter of preference, when we secure an order.
14. Can not say.
15. See reply to 13.
16. Decreased.
17. Manufacture on orders only. Can not answer.
18. Favorable. Very noticeable. The repeal great drawback.
19. Can not say.
30. We certainly do, most heartily.

The Springfield Machine Tool Company, Springfield, Ohio.

2. We make a line of machine tools embracing engine lathes, shapers, power presses, brass-finishing lathes, etc.; also are gray iron foundries.
3. We have a fair trade in England, and made once a small shipment to Germany.
4. Our trade in England came through personal solicitation, and is kept up by advertising. Have never made any direct effort to extend our trade elsewhere except by answering letters from inquirers, but which always failed to bring the trade.
5. We believe that the high tariff laws of Germany, France, and other machinery-using countries prevent our tools from being more extensively sold. We mean that our line of what is known as "machine tools," being recognized as much superior in design and workmanship, would sell the world over provided we could deliver them within a reasonable price. Machine tools are used only in the older manufacturing centers, like France, England, and Germany. South America, Mexico, Africa, and India do not use enough modern machine tools to make it an object to obtain their trade. The latter named use agricultural and mining machinery, which we do not manufacture.
6. Are not aware of any changes in the tariffs of foreign countries using our line.
7. Germany, perhaps, would be the largest market in the world for American machine tools if we could get them there within a reasonable price. The Germans like our tools, but claim they can't afford to import them owing to a tariff of about 35 per cent, we believe.
8. The volume of our business compared with six years ago is 50 per cent greater, but we are yet a young concern, and this was expected.

9. The selling price of to-day on general machine tools is at least 25 per cent less than six years ago.

10. We are told, and are under the impression, that foreign competitors have the advantage of cheaper transportation charges. For instance, it costs more to deliver from Springfield to New York than from New York to London.

11. We can easily compete with foreign machine-tool builders both in quality and price, and the superiority of design of American machine tools is undisputed, particularly on the engine lathe, which is the king of all tools and is used five to one in any machine shop.

12. We have no experience to report as to the general reciprocity treaties of 1890 and their repeal.

13. We are decidedly in favor, however, of any reciprocity law that will put us into closer trade relationship with any foreign country.

Finally, we would mention and suggest that in order to more rapidly acquire foreign trade that our consular service be given more and closer attention, by putting in business men (not worn-out ward politicians) who are alive to what is being manufactured here, who will interest themselves to find out what machinery is used in the locality where they are stationed, post themselves where they obtain it, and then acquire and report the information to the manufacturers of this country through some medium that Congress should provide.

We should in some manner imitate the German Government, which, we are informed, has a bureau of some kind that visits the manufacturers, finds out the line, kind, and style of goods manufactured, with prices, etc., and then assists in some manner to introduce these goods in the foreign trade, and then reports back to the manufacturer any suggestions, changes, etc., best adapted for that particular country—in short, takes an interest in them, and helps to extend trade wherever possible. We also recommend better banking facilities with foreign countries, under our own control, and that, with subsidized carrying vessels, we ought to largely increase our foreign trade. Lastly, the manufactures of this country should have a representative in the President's Cabinet, same as agriculture.

B. W. Payne & Sons, Elmira, N. Y.

2. Lines of trade? Manufacture of steam engines and boilers.

3. With what foreign countries do you deal? We have dealt largely with Cuba; some with Mexico, Venezuela, and Brazil. Have also had, from time to time, some trade with China and the British Indies. Our export trade heretofore has been principally with Cuba.

4. Have you made any effort to extend your foreign trade? Only through the exporters in New York.

5. Are you aware of any discriminations, etc.? The import duties in Cuba prevent us from reaching that market. We can not say that we are injuriously affected with the other countries.

6. What changes have recently occurred in the tariff, etc.? The abrogation of the reciprocity treaties have shut us out from the Cuban market.

7. How far would the removal or reduction of custom duties, etc.? We are unable to answer this question, as we do not know just what the import duties in Cuba now are. After the reciprocity treaties were

abrogated trade from the island with us ceased at once, and just what duties were imposed we are unable to say.

8. What is the volume of your business compared with that of six years ago? The total volume of our business is about one-third of what it was six years ago. Our export trade has fallen off almost entirely.

9. How do present prices compare with those of six years ago? There is a reduction of from 25 to 50 per cent, depending upon the character of the goods.

10. What advantages do your foreign competitors have over you, etc.? Aside from all discriminating duties, their advantages are principally in the means of transportation and banking facilities.

11. To what extent can you compete with foreign merchants, etc.? With proper banking and transportation facilities and with equal duties we can compete with foreign manufacturers in any of the South American markets. The superiority of American machinery over goods of a similar class made in Europe is such as to give American goods the preference, all other things being equal.

12. What is the general effect of the reciprocity treaties made in 1890—favorable or unfavorable, etc.? Highly favorable in trade with Cuba. It made little difference with the other South American countries. In 1890, 1891, and 1892 we had an excellent export trade to the island, which was increasing every year. In 1893 it dropped off entirely, and we have sold nothing there since.

13. Do you favor the application of reciprocity principles to future tariff legislation, etc.? Most decidedly, yes.

The Laidlaw-Dunn-Gordon Company, Cincinnati.

2. Pumping and hydraulic machinery.

3. Cuba, Mexico, Central and all South American countries, South Africa, Great Britain, and Australia.

4. We have made direct effort to extend our foreign trade by sending representatives through Cuba, Mexico, Central and South America, and Great Britain.

9. About 30 per cent less.

10. Low price of labor in cost of manufacturing and subsidized steamship lines, which carry their product to foreign markets at much less rates than we can from this country.

12. The general effect of the reciprocity treaty of 1890 was very favorable to the export trade of the United States. For instance, our trade with Cuba fell off almost entirely on the withdrawal of the reciprocity treaty with that country. The same may be said of our South American trade, but not to such an extent.

13. We do favor the application of the reciprocity principle for future legislation and the enactment of a general law authorizing the President to negotiate reciprocity treaties with both European and American nations. The adoption of the policy of 1890 regarding reciprocity treaties was the wisest statesmanship and certainly did much to bring us into better and closer relations with all the people of Central and South America. The raw products of those countries that do not come into competition with the raw products of our own country should certainly be admitted free of duty for the benefit of our people, and if these privileges were accorded to our southern neighbors, they would

certainly receive from us many of our products, either free from duty altogether, or at duties lower than they would receive the same class of products from other nations.

We trust that such general laws may be adopted for the suffering manufacturers of this country.

Crane Company, late Crane Bros. Manufacturing Company, Chicago, Ill.

2. We are manufacturers of steam fitters' supplies, passenger and freight elevators.

3. The capital of our business is \$4,000,000.

4. Probably 95 to 97½ per cent of our business is in this country, exporting from 2½ to 5 per cent.

5. We sell in but very few cases direct for export; it is done mainly through commission houses.

6. We have made but very little effort to sell foreign trade. What we have done is by means of an agent making a trip to the Sandwich Islands, Japan, China, and Australia.

7. We know of no discriminating obstacle in the way of laws, but do meet something in the way of custom, which in some cases makes it difficult to procure trade, in consequence of old customs and associations.

8. I know of no changes having recently occurred in tariffs of foreign countries relating especially to our line of manufacture.

9. The tariff law adopted some time ago in Canada has been quite a detriment to supplying that market with our line of goods, as previous to the adoption of that law Canada was supplied in our line of goods largely from the United States. Their present tariff now prevents shipment of many goods which formerly went there.

10. I have not the figures with me showing the comparative output of our factory now with that of six years ago, but it is safe to say it is 25 to 33 per cent increase.

11. Would say the same thing in regard to this. I have not the figures with me showing the difference in cost of our goods now as compared with six years ago, but estimate it to be 20 to 25 per cent cheaper.

12. Selling price corresponds with the cost.

13. We meet with no foreign competition in the United States, as you readily understand that would be inconsistent with exporting the same goods, and it is a little difficult to say what competition we meet with in foreign countries, but it is safe to say that it is mainly English competition.

14. I do not think foreigners have any advantage in the cost of manufacturing; on our line of goods the main advantage they have is in having had the foreign markets so many years and having shipping connections of the best kind.

We find in the little effort we have made that it is difficult to do business except at points that we reach to better advantage than they do, and have better shipping facilities, such as the Sandwich Islands, Japan, and the West Indies.

15. This has been practically answered before, but would add that we have no difficulty in competing with foreign manufacturers as far as quality and price are concerned.

16. The total production in our line of goods in the United States has been very materially increased in the last six years.

17. I can only give an estimate in answering this question, and would say the surplus facilities for manufacturing our line of goods on an average is not more than 5 or 10 per cent above the demands of the market.

18. In regard to this question would say that we have not paid close enough attention to the question of export to form any opinion worthy of presenting, as the amount we export is so trifling compared with the home market that we do not regard it as of any great importance.

19. I do not understand the question.

20. I might say the same to this question, and would add that, as I have said in answer to some other questions, the foreign business, as far as we have looked into it, has not attracted much attention from us, and have no opinion to give.

In reply to the last one or two clauses of the circular letter, would say that the exporting of manufactured goods, as you readily understand, is so far in advance of the idea of requiring protective tariff that it seems inconsistent to talk about it.

A great many people are going on the theory that we can not take care of the home market if it is not liberally protected. Consequently, it is the height of absurdity to talk about or to especially encourage the export of manufactures, although there are lines of manufactures that we can and have exported for many years, which facts are familiar to your committee, or, if not, you are in a position to get such information.

My reference to manufacturing is not intended to include the manufacture of farm products.

In regard to the general principles, would say that we had better bring about a condition of things that will enable manufacturers generally to take care of the home market. When that is reasonably well done there will be time enough to entertain the idea of seeking foreign markets on an extensive scale.

The statistics of exports of American manufactured goods ought to be an important factor in settling many of the tariff questions.

Atlas Engine Works, Indianapolis, Ind.

The reciprocity treaties are the only means by which the low rental values of money that enter into the established credit systems of the South American States can be overcome to any extent in the interest of the American manufacturer. The English competitors of this house offer long-time credits on open account and still longer for bills, receivable at very low rates of interest, the credits being in truth more acceptable to the British manufacturer than cash. Just so far as the tariff of the South American States is reduced in our favor by treaty are we proportionally able to sell heavy machinery. The rental value of money always has been and always will be the basis of commerce. No one alive now will ever see the day when we will be on an equality with the English in the matter of amassed wealth or low rental values of money. Whenever we become aggressive in those States and England feels our effort, we will be defeated unless preference is given to us in the way of reciprocity, as heretofore so willingly entered into. The repeal of the reciprocity feature of our laws was a step backward many years.

The above opinion is based upon the difficulties this company has encountered in the effort to establish trade in the South American Republics.

The Brass and Iron Works Company, Fostoria, Ohio.

Manufacturers of brass goods for waterworks, pipe-threading machinery, printers' machinery, etc.; will answer your several questions only in a general way.

Our export trade has been limited to Italy, and as our manufactures are largely patented specialties foreign competition has little or no effect.

We have advertised in several Spanish-American papers and mailed many circulars to Mexico and Spanish-American countries, with unremunerative results, owing mainly to a lack of facilities and knowledge of the exact requirements of nations and people entirely different from our own.

A defect in the arrangement of our Government departments that could be so easily remedied by changing the qualifications of our representatives abroad from political and social attainments to practical expert commercial knowledge; these representatives to be sent abroad by a Government department of manufactures and commerce.

The volume of our business varies little from that of six years ago. It should have multiplied. Prices average about 25 per cent less.

We can easily excel in quality, as compared with foreign manufactures, but can not compete in price, because the American mechanic will not be content with the pay of the mechanic of other countries. He has been trained and educated in the liberal school of the republican administration until he is 50 years old. It is a serious crime to dismiss this school now and compel him to saw wood or plant potatoes.

The American mechanic and the products of American labor, in whatsoever form, must have suitable protection by a system of tariff legislation and reciprocity adjustment that will give us the first, if not exclusive, right to our own market, and then secure by fair reciprocity a foreign market for our surplus in exchange for such articles as we can not, or as are not profitable to, produce in this country. With a fixed system of tariff and reciprocity on fair and honorable principles, this country will very soon develop, through the inventive genius and superior intelligence of its mechanics, so as to produce not only the best but the cheapest goods in the world, outside of those who live on rats and rice. The steady and remunerative employment of labor means prosperity to the farmer and every industrial occupation.

In this connection, and to our mind almost inseparable from it, is the supply and demand for the two money metals—gold and silver. The world appears to have a scarcity of the former and a surplus of the latter. The United States of America is the greatest commercial nation on earth, hence it requires more money per capita than any nation in the world. Hence, again, the amount of our real money must be increased. We must keep our gold and add to our store by the means that will most effectually accomplish it—tariff and reciprocity. We have enough silver, perhaps not any too much. Protect and increase the value of what we have by absolutely prohibiting importations of silver in bullion, coin, or other form. Restore free coinage of American silver on present basis. The actual and enduring wealth of this country will thereby be enhanced very largely. The profits will fall to our own people; to everybody in this country. Nobody in this country will suffer from this course, and the great, struggling masses will be made happy, for they will have employment at remunerative wages, and the tramp will lose his occupation.

A protective tariff, fair reciprocity, and free coinage of only American silver.

The Pelton Water Wheel Company, San Francisco, Cal., and New York City.

2. Water wheels, water pipe, and accessories connected with hydraulic-power plants.

3. Amount of capital, \$300,000. Number of persons employed average 75 to 100. Value of annual product, about \$300,000.

4. Both at home and abroad. About one-third of entire trade goes to foreign countries.

5. Almost entirely through commission houses.

6. Have made a considerable effort in this direction, partly through advertising in export trade journals and partly through established agencies. Results very gratifying. Foreign orders come mostly from Mexico, Central and South America, Japan, and Canada.

7. Do not know of any, except in Canada, where an import duty of 30 per cent is exacted.

8. Do not know of any.

9. Would aid materially.

10. Fully double.

11. Somewhat less.

12. Considerably reduced.

13. More or less from all the countries to which our products are sent.

14. A great advantage in both cost of manufacture and transportation, especially the latter.

15. Our products are much superior, but we can not compete in price.

16. Materially increased, owing to greater interest in utilization of water powers.

17. Can not answer.

18. Most favorable, especially in Spanish-American trade.

19. The effect of repeal very detrimental.

20. Favor it most decidedly.

The Link-Belt Engineering Company, Nicetown, Philadelphia, Pa.

2. Machinery for the elevating and conveying of materials and the transmission of power.

3. Capital, \$200,000. Number of persons employed, about 140. Value of annual product, \$500,000.

4. An average of several years would show about seven-eighths of our sales to be in the home market and the remaining one-eighth to be exported.

5. Principally to commission houses.

6. Our direct efforts to reach foreign trade have been confined to the Spanish-American countries. They have been exerted through advertising, careful distribution of illustrated catalogues printed in Spanish, and the annual sending of a representative to the island of Cuba. These efforts have been markedly successful during the continuance of the reciprocity treaty made in 1890. We did a much larger business with the island of Cuba in 1891 than in the preceding year, and made another large advance in 1892, falling off nearly to the 1890 figures in the years 1893 and 1894, with which year comparisons cease to be of value, owing to the conditions which existed in the island during the whole of 1895. In other of the Spanish-American countries our dealings have been very limited, owing, we believe, in a large measure, to the lack of transportation facilities. With proper reciprocal treaties,

such as were proposed and in part put in force during the last Administration, we and other United States manufacturers should do a large business with all of the Spanish-American nations, if direct and regular lines of communication were opened. In this connection, the facts cited in the consular report on our trade with Brazil are eloquent. We will not give them in full, but note, as an illustration, that England buys annually from Brazil about \$5,000,000, and sells to Brazil \$47,000,000, while the United States, buying from \$58,000,000 to \$60,000,000 worth of her raw material annually, sells her about \$8,000,000 of our products. There are five steamship lines making regular voyages and a large number of tramp steamers making irregular voyages from the Brazilian ports to the United States, bringing to us coffee, sugar, rubber, and hides, while there is only one line of steamers, and that sending a ship twice a month, from the United States to Brazil.

Without attempting detailed answers to the remainder of the numbered questions, we express our earnest conviction that reciprocity treaties with nations relatively classed as nonmanufacturing are of immense value and importance to this country. Our own trade responded quickly when those of 1890 were put in force, only to shrink again with their annulment; but believing our home market to be the most valuable, we would deprecate any system of treaties which would conflict with that proper measure of protection which we believe it the first duty of Congress to enact for the protection of United States manufacturers. It is not apparent to us that the principle of reciprocity can be applied to advantage to our relations with rival manufacturing nations, and with our present knowledge we should favor the limitation of reciprocity treaties to American nations.

A. W. Colwell, mechanical engineer, designer and constructor of sugar machinery, New York City.

2. Sugar machinery, principally for plantation use, boilers, anything that may be required on a sugar plantation.

3. All Spanish America; a little in Sandwich Islands.

4. Yes; visiting Mexico and Central America. Living in Cuba three to six months during crop season.

Resident agents in different countries. Advertising, circulars in Spanish. Illustrated books. The English seem to absorb all that is good in the Sandwich Islands, very little going there from the States.

European manufacturers send a partner to live in the country and marry there in many instances; so, getting in touch, receive orders direct, without the intervention of middle commission men.

A great deal of the foreign business of the United States is through commission men, which makes it very expensive; but it is safer, as they pay us before the goods leave the country. They, having branches at Spanish-American cities, get business at both ends of the route.

5. Cuba has at times higher rates against American imports. I can not recall this being the case with other countries. I have met German agents in Cuba who would contract to deliver a lot of machinery f. o. b. a Cuban port, duty paid, at cost and freight. It was believed by those interested that the agent had an understanding with the custom-house officers. This is quite common. A remedy—control Cuba.

6. Mexico is considering the repeal of interstate duties. See Con-

sular reports No. 183, for December, 1895, Joseph G. Donnelly, consul-general, Nuevo Laredo.

7. If Spanish America reduces duties on American exports, it throws the trade with the United States, especially if we have resident agents, subsidize steamers, and bring the raw products direct instead of having them go to England first, as wool from Argentina reaches us at 3 cents per pound advance via England.

American machinery is better liked by Spanish America, but duties, commission, and expenses are against us except in specialties. Americans are not inclined to give two or three years' credits, generally wanting one-third on signing contract, balance when shipping papers are presented to commission merchant in New York.

8. About one-tenth.

9. From 10 per cent to 25 per cent.

10. Europe produces cheaper. Satisfied with lesser profits. Costs less to do the business. Having resident agents taking the produce of those countries in trade as pay. English tramp steamers carry very cheap.

11. In some classes of sugar machinery we can make an article that is better liked, we can get out a hurried order quicker, and the time of transportation being shorter, puts many orders in our shops.

The Cubans have an affection for Americans which favor us. Should Cuba win in the present troubles they will enact laws that will favor the States to the detriment of Europe. This will give the United States a trade of from \$50,000,000 to \$100,000,000 per annum. This will be favorable to United States shipping. On the other hand, should Spain win we will be barred; every law will be shaped so as to favor those nations that took Spanish bonds.

12. In the most decisive manner, favorable. The repeal was death to business. During the life of the treaty with Cuba my trade was more than I wanted. I refused orders, so with others in my line. At the abrogation of the treaty, nothing came to the United States; Europe taking what orders there were, but business had fallen off owing to low prices of sugar, $1\frac{1}{2}$ to 2 cents per pound instead of $3\frac{1}{2}$ or 4 cents. The war coming ended all. The repeal affected us the same in all Spanish-American countries.

13. Yes; if it is with countries which furnish material that we can not produce. No; if with Europe who can flood us with manufactured goods.

James G. Blaine was favorably considering the idea of demanding that the goods of countries affected by the reciprocity treaty should be carried by the ships of those countries, thus barring foreign tramps.

Regarding sugar, I would rather see a 2-cent bounty given American sugar growers, whether cane, beet, sorghum, or maple. It would stimulate our machine shops and kindred trades to the extent of \$50,000,000 per annum for ten years to come.

Agriculture would profit as it would require millions of acres, and railroads would be benefited as they would have to handle the raw product, the finished sugar, fuel, etc. I had two beet-sugar companies organized that would have started to handle 600 tons of beets per day each, but both were abandoned when bounty ceased.

A few days after the arrival of your inquiry, I received a letter from a party in the City of Mexico. I send copy entire. It will give you some information as to the difficulties of doing business against cheap European goods.

The Cincinnati Tool Company, Cincinnati, Ohio.

Manufacture fine mechanics' tools.

Paid-in capital, \$18,000; number of people employed, about 25; value of product, about \$35,000.

Our market is nearly entirely home, although we have some trade in Canada and the lower provinces, and ship a few goods to other countries. Probably not one-tenth of our business is export business. We sell to foreign dealers, as a rule, through commission houses, as we prefer giving them a small commission for spot cash rather than take chances of a long-drawn-out account in a foreign country.

We have made direct efforts to extend our foreign trade in Venezuela and Nicaragua through a direct representative with samples. The trade has not been so far satisfactory. In Venezuela our goods seem to be of too high a grade for the mechanics of that country; that is, the prices for our articles are too high. The freight, duties, and transportation charges in that country add so greatly to the original cost of the goods here, it gives us very little chance of selling.

In answer to your article No. 7, we will state that in case we have reciprocity treaty with Venezuela we think the arrangements could be such that the duties on our goods down there would be greatly lowered, giving us a chance to sell, where we seem to have very little chance now.

The only suggestion we could make to enlarge our trade with this country would be of the nature of "You tickle me and I tickle you" plan. In other words, if we were to favor the products of that country we would expect them to favor ours in return.

In answer to your question No. 9, we would state we think the removal or reduction of customs duties imposed by foreign nations upon the goods we manufacture would be a very great help to us in selling them in those countries. For instance, where the duties are 35 per cent, as they are in Canada, the mechanic has to pay that much more for the goods, and possibly for this reason uses a lower grade of goods, or, in the border towns he crosses the boundary and buys the goods in Detroit or Port Huron at the American price, puts them in his pocket, and goes back without paying duties.

Our output is hardly as large as it was six years ago. The cost of production is not so high. Wages are a little lower. Raw material is considerably lower. Not much change in transportation. Selling prices are much lower than they were six years ago.

We meet competition in every foreign country in which we have attempted to sell goods—in Australia, south Africa, South America, and Central America.

In answer to your question No. 14, foreign competition has the advantage of cheap labor and direct transportation to foreign ports, subsidized lines of steamships running regularly to all parts of the world, giving them much better and quicker communication with the foreign markets. We have no fear of foreign trade when the question is simply one of quality of the goods; on this point the United States can beat the world. But when we come to the price of goods in our line, where so much of the work is necessarily hand work, we are not so well able to compete in the question of price, although we believe that our men do a good deal more work in a day than a foreign workman. But he is paid probably twice as much.

In answer to your question No. 16, will state that we do not know. Judging from our experience, it has remained about the same.

In answer to No. 17, we ought to do 50 per cent more business for the domestic market, and could easily do 50 per cent more for the foreign market. In other words, if we were running our shop to the fullest capacity, and under the most favorable conditions, we could double our present production at very little, if any, extra outlay.

The general effect of reciprocity treaties was favorable to the export trade, and we believe their repeal was a great mistake.

Question 19 we can not answer, not being farmers.

We most assuredly favor the application of reciprocity principles to future tariff, as we believe the South and Central American nations all feel particularly grateful to our country for the manner in which she has acted in the Venezuelan question, and in the manner in which we hope she will act in the Cuban question. We believe good banking facilities with American capital in the South and Central American countries should be fostered and encouraged; direct steamship lines should be subsidized, and, above all, we should have first-class business representatives for consuls in the different trade centers of those countries. If our consuls were trained and able business men, as they should be, having the business education and knowledge of the country, together with its customs, we believe the manufacturers of the United States would gain greatly by it. One of the greatest drawbacks to our foreign relations, we believe, is the constant changing of our consular force. If the force were working under civil-service rules, it would be a god-send to the country, because in that case we would not have some "Way-back from Duck Creek" misrepresenting us in some important business center, simply on account of his political pull with the "powers that be."

AGRICULTURAL IMPLEMENTS.

CIRCULAR OF INQUIRY TO MANUFACTURERS.

COMMITTEE ON WAYS AND MEANS,
HOUSE OF REPRESENTATIVES,
Washington, D. C., March 4, 1896.

SIR: In order that they may give more intelligent consideration to pending and proposed legislation, the subcommittee of the Committee on Ways and Means of the House of Representatives in charge of bills relating to reciprocity arrangements and commercial treaties would be greatly obliged if you would forward them, at your earliest convenience, your views and suggestions, and such information as you are able to furnish upon the following points, namely:

1. Give full name and address of firm or company.
2. Lines of manufacture.
3. Amount of capital, number of persons employed, and value of annual product.
4. Do you find your market at home or abroad, and, if both, in what proportion?
5. Do you sell direct to foreign dealers or through commission houses?
6. Have you made any direct effort to extend your foreign trade; and if so, by what means, with what success, and in what countries?
7. Are you aware of any discriminations or obstacles in the laws or customs regulations of any foreign country that restrict or prevent the extension of your trade; and if so, can you suggest any means by which they may be removed?
8. What changes have recently occurred in the tariffs of foreign countries so far as they relate to your lines of manufacture?
9. How far would the removal or reduction of the customs duties imposed by foreign nations upon the merchandise in which you deal aid in the extension of your export trade?
10. What is the output of your establishment compared with that of six years ago?
11. How does the present cost of production compare with that of six years ago; including wages, the cost of raw material, and transportation rates by sea and land?
12. How do present selling prices compare with those of six years ago?
13. What competition do you meet with from foreign manufacturers, and in what markets?
14. What advantages do your foreign competitors have over you in the cost of manufacture and in transportation charges to foreign markets?
15. To what extent can you compete with foreign manufacturers in quality and prices?

16. Has the total product of the United States in your line of manufacture increased or decreased during the last six years?

17. What proportion of the total present and possible output in your lines of manufacture in the United States can be absorbed by the domestic market; and what would be your estimate of the natural surplus for export if all manufacturers in your lines were producing to their full capacity? (The purpose of this inquiry is to secure as accurate an estimate as possible of the necessity for new foreign markets to the manufacturers of the United States.)

18. Was the general effect of the reciprocity treaties made in 1890 favorable or unfavorable to the export trade of the United States, and what was the effect of their repeal?

19. What was the effect upon farm products particularly?

(If your replies to inquiries 17 and 18 are based upon actual experience, please give details as fully as possible.)

20. Do you favor the application of the reciprocity principle to future tariff legislation, and the enactment of a general law authorizing the President to negotiate reciprocity treaties with both European and American nations, so far as possible?

These inquiries have been forwarded to several hundred persons, firms, and corporations who are engaged in the manufacture of various lines of merchandise that enter into the export trade, and the replies are intended for publication with a report which the Committee on Ways and Means will make to the House of Representatives; but, if so desired, any information received will be regarded as confidential. All values should be expressed in United States gold, and all quantities in our weights and measures.

Any suggestions or information of value bearing on these subjects that is not called for by the above inquiries will be appreciated.

I am, sir, your obedient servant,

A. J. HOPKINS, *Chairman.*

REPLIES.

A. B. Farquhar Company, York, Pa.

2. Manufacture of machinery, engines, sawmills, and agricultural implements.

3. Nominal capital, \$500,000. Really about \$600,000, all paid in. Average of 500 workmen employed. Value of annual product about \$600,000.

4. The world is our market. About one-third of our product goes abroad, sometimes half.

5. Both to foreign dealers and through commission houses.

6. Yes; a good deal by correspondence, by traveling abroad, and by sending agents. We have been successful.

7. Only such restrictions as we might expect when it is borne in mind that we are continually placing impediments in the way of trade in the form of unnecessary and onerous duties. Obviously the way to encourage foreign trade is to remove those duties so far as possible. In other words, to have a tariff solely for revenue and reform our navigation laws, making ships free and encouraging commerce instead of discouraging as we do at present.

8. Through the efforts of our ministers and consuls duties upon our line of manufactures have been reduced. Would especially compliment Hon. W. I. Buchanan, minister to Argentina, for his efforts in this line.

9. It would, of course, immensely increase our trade.

10. The output of our establishment now is about the same in value as it was six years ago. It was more in 1893, however, than in 1890. It has suffered from the silver-craze panic.

11. Labor is about the same as six years ago, but the cost of raw material is much less. Transportation is somewhat less but not in proportion.

12. Six years ago we received for goods on an average 25 per cent more than we do at present, although the cost of manufacture has not declined over 10 per cent. Hence it is very difficult to make a profit.

13. We are not specially troubled with foreign competition. The greatest competition is in America. We need no protection whatever. The freer you make trade the better it will be for the American manufacturer. Could we abolish duties altogether and obtain our raw material free, encouraging other nations to remove duties upon our goods by reciprocity or otherwise, America would be the great manufacturing center of the world. Our shops would be all busy and workmen all employed at good wages.

14. Foreign competitors have an advantage of from 25 to 50 per cent in wages; about 10 to 15 per cent now in metals; fully 25 per cent in transportation; yet we have no difficulty in running them out of any market since American workmen, with improved machinery, will accomplish fully double as much per day as the workmen of foreign countries.

15. Can compete with foreign manufacturers to any extent although hampered by our insane shipping and tariff laws.

16. The total product has increased during the past six years.

17. About nineteen-twentieths of the manufactures in our line are absorbed by the domestic market. If all the factories in our line were running full-handed we could manufacture about double the amount needed for domestic purposes, and, of course, if we all ran full-handed we could manufacture cheaper. In other words, if we could export half of our product, as we would do under favorable laws, we could manufacture much cheaper, since shop expenses would be less. Our domestic customers could therefore buy cheaper, and as workmen would be all employed they would get better wages.

18. The general effect of the reciprocity treaties were unquestionably favorable, and the effect of their repeal unfavorable. I was not enthusiastic for reciprocity, fearing that it would interfere with tariff reform, but must admit that Mr. Blaine was correct in his conclusions.

19. Farm products were not so much affected as manufactures, although the farm partook of the general prosperity, and lower prices of sugar, coffee, etc., of course benefited it.

20. Yes, I would now favor the general application of reciprocity abroad. It would not be so effective as the abrogation of duties, but would prove a vast benefit if we can not make trade free. We should unquestionably have reciprocity treaties with Canada, Cuba, Mexico, and the South American Republics.

In conclusion, would say the writer has been manufacturing agricultural implements and machinery for forty years, and his foreign trade is extensive in these articles, probably the most so of any implement manufacturer in America.

Chattanooga Plow Company, Chattanooga, Tenn.

2. Plows, plow repairs, cane mills, evaporators, etc.
3. About 300.
4. Four-fifths domestic, one-fifth foreign.
5. Nearly entirely direct.
6. By visiting in person.
7. Reciprocity.
8. None that we are aware of.
9. Do not know.
10. Has increased.
11. Something cheaper.
12. Something less.
13. In Latin America, English, German, and French.
14. Cheaper labor and lower transportation.
15. Can excel in quality and make quite as low prices, other things being equal.
16. Probably increased.
17. Can only estimate, but it would be largely in excess.
18. Favorable; the repeal was a misfortune.
20. Yes.

The writer was in South and Central America at the time of the repeal of our reciprocity measures, and the general tone of foreign buyers was adverse to it, and some were bitter in their objections. We have no doubt it was a great injury to our foreign trade. Our own foreign business was seriously impaired. We believe the reason that more has not been said about the matter is that the trade of this country, especially in South and Central America, is so limited. Reciprocity, if made stable, would increase interest, and interest would increase trade. The manufacturers need encouragement to spend money in seeking these new fields, and reciprocity is one way to do it. There are also other ways in which the Government should give aid.

Moline Plow Company, Moline, Ill.

2. Agricultural implements.
3. Two million dollars; employ 800 men; annual product, \$2,000,000.
4. Market is mostly at home, but we sell some abroad; possibly 5 to 10 per cent of our output goes abroad.
5. We sell through commission houses, and also direct to foreign dealers.
6. We have made no direct effort to get foreign trade except by advertisement and correspondence, sending no representatives abroad, except into Manitoba.
7. We are aware of the fact that there is a protective tariff in force in our trade relations with Canada, particularly as far as the trade of Manitoba is concerned, there being a 25 per cent ad valorem duty on agricultural implements. We believe a reciprocal effort could be made with the Canadian Government to remove the tariff on implements, as the large mass of the farming community in Canada are eagerly seeking to reduce or remove entirely the tariff on implements.
8. The only tariff changes which have occurred that we know of which affected our trade, was the reduction of 10 per cent on the duties between the United States and Canada; formerly the tariff was 35 per cent, now 25.

9. The reduction of this 10 per cent ad valorem duty has had a tendency to stimulate the trade with this country, and if it were removed American manufacturers would get almost the entire trade of Canada, and particularly Manitoba, on agricultural implements.

10. We have increased about 25 per cent.

11. The cost of production has decreased about 15 per cent; transportation very little, if any.

12. Selling prices have been reduced 20 per cent.

13. We meet the competition of England, Canada, and Germany chiefly in agricultural implements.

14. Foreign competitors have a great advantage over us in the prices paid for labor. How transportation charges compare we do not know.

15. The quality of American-made implements is recognized the world over as being superior to anything on earth, and brings better prices; but foreigners, when they get samples of American goods, can imitate them so closely that eventually there will be only a sentimental difference upon which to claim a higher price.

16. The total product in our line of goods has increased considerably during the past few years.

17. We think from 80 to 85 per cent of the manufactures of the United States can be absorbed in the domestic market. Were the factories in this country to be run to their capacity, they could manufacture probably double the amount of goods they are now making; that is, if they had trade enough to run full the year round. At least, such we believe to be true of the factories here in Moline, which are the largest of the kind in the world.

18. The effect of the reciprocity treaties and the repeal was not noticeable in our line of business.

19. We believe that the price of farm products was increased by the formation of the reciprocity treaties and was decreased by the repeal of them.

20. We heartily favor the application of the reciprocity principle and the enactment of a general law authorizing the President to negotiate reciprocity treaties with both European and American nations as soon as possible.

The Robinson Chilled Plow Company, Canandaigua, N. Y.

2. Plows.

3. Twenty-five thousand dollars; 15 persons; \$12,000.

4. At home.

9. Could not say; probably would help it.

10. Doubled.

11. Twenty per cent less.

12. Twenty-five per cent less.

17. In our opinion, not more than one-half of the possible output could be absorbed in the United States.

20. Yes.

The Johnston Harvester Company, Batavia, N. Y.

2. Manufacturers of harvesting machines and agricultural implements.

3. All the nations of Europe, Asiatic Russia and Turkey, North and South Africa, and the Argentine Republic.

4. We are constantly making direct efforts to extend our foreign trade. Our usual method is to ship samples of our machines into the new country and have them practically worked in the harvest fields by competent experts. Usually an order follows. East Colony, South Africa, and the Argentine Republic are the sections where a good trade has been most recently established.

5. No; except extremely high duties in France.

6. The new tariff of the French Republic, which went into effect in 1892, very greatly increased the duties on our goods.

7. The only foreign country where our trade is appreciably affected by the tariff is France, and while, by persistent and judicious efforts our trade there is increasing satisfactorily, we have no doubt our sales there would be much greater with a low tariff. Imitations of our machines are being manufactured on a large scale in France, which is only profitable when having the advantage afforded by the present high protective tariff.

8. More than double.

9. Reduced somewhat.

10. We know of none.

11. In our line American-made machines are ahead of all other nations, and usually bring somewhat better prices.

12. Our impression is that it was favorable, and we regret the repeal of the treaties.

13. Yes.

Marion Manufacturing Company, Marion, Ohio.

Building engines and thrashers.

Have at present no foreign trade and can not give your committee any information on the questions you submit.

Reciprocal relations should undoubtedly be maintained, but in order to use everybody alike it would approach so nearly to free trade that it would be impossible to adopt it as a national measure, although it ought to be done.

Stoddard Manufacturing Company, Dayton, Ohio.

We have had an extensive foreign trade in our line for the past twenty years, and have for many years been the largest exporters from this country in our line of agricultural implements. Prior to 1894 our foreign trade would run from 3,000 to 4,000 machines. Since then it has fallen off about one-third. Our foreign trade is largest in Europe, the bulk of it being in Germany, England, Russia, and Austria. We also have considerable trade in South America and Australia. We have a branch office and general agency located at Brussels, Belgium, that has charge of our European trade.

In answer to your question 5, would state that we have written to our Brussels office to furnish us such late information and facts as would probably be of interest to your committee at this time. In the meantime we take the liberty of attaching herewith copies of letters we received some time ago, and we beg leave to call your particular attention to that part of Mr. Sillcox's letter referring to the exorbitant United States consul fees, etc. Here, in our opinion, is an opportunity

for the United States Government to aid its citizens, who are seeking foreign trade, in a way and manner that does not involve the political questions now agitating Congress and the people. In many of the European Governments, especially France, Germany, and Russia, the high tariffs on farm machinery and the discriminations against the United States have of late years seriously affected and curtailed our foreign trade, and we have not only this to contend with, but are robbed by the foreign manufacturer; for example, one of the leading farm implements made by us and protected in this country by United States patents, and with which for many years we have had a large export trade, is manufactured in Germany by seven different concerns, an exact duplicate of ours, and three of these pirates have the gall not only to duplicate our machine, but to use a facsimile of our name and address on their copy of our machine.

The result of this increase of tariff duties, discriminating against the United States, and the unfair competition and imitation of the foreign manufacturer, has resulted in our being driven to a reduction of, say, 20 per cent in our prices in the foreign markets as compared with six years ago.

Give the American manufacturer of agricultural implements an equal chance in the world's market and he "will sweep the field." He asks no favors. He wants no protection. Reciprocity will not affect his business directly in any appreciable degree, but indirectly he will be benefited by it, and therefore we favor such legislation by Congress.

[Letter 1.]

BRUSSELS, *May 29, 1894.*

STODDARD MANUFACTURING COMPANY, *Dayton, Ohio.*

DEAR SIR: I have learned through the newspapers that the manufacturers in America have awakened to the fact that something must be done to improve and protect foreign trade. We are nearly shut out in France, and other countries are making arrangements to do the same if we are not going to have commercial treaties. Count Alberto de Quintana, who has just been elected senator in Spain, writes me that he is going to try to obtain a reciprocity treaty between Spain and the United States for agricultural machines. France also stands in readiness to do the same thing, and we will assist you as much as we can on this side to bring this about. You can readily understand that there is no country over here to make you great competition; possibly Germany may do so for some machines, but for years to come no country on the continent of Europe will be able to manufacture or sell agricultural machines or tools in the United States.

Therefore all the advantages will be on our side, and it will make a much better feeling with all the manufacturers and dealers on the continent of Europe. I wish you would agitate this question and try to bring Congress to a realization of the situation. Any facts or statistics you may want I will furnish you from Europe, and any questions or information you or your colleagues may desire to have, put forward to me, and I will be able through my connections to attend and reply promptly to all your inquiries.

Another question comes up, and this is of great importance to us; that is, in regard to all notary fees that we are obliged to pay to United States consuls. No other country charges such fees as the United States does for certifying to the signature of an American citizen abroad. I wanted to return some goods the other day and the notary fees amounted to more than the whole freight; in fact, I had to pay \$10 for it. In England, Germany, or any other large country, the fees would never have been over 50 cents. During the Russo-German tariff war we had to make out tickets for origin of goods that were lying in Antwerp, and if the Russian minister here had insisted on my signature being certified to by the United States consul it would have cost us \$400 or \$500 this last year, but the mayor of Brussels kindly viséd my signature, which cost 10 cents, and the Russian minister received the same as if the consul had viséd it, and saving \$2.50 for every signature.

I would like also to call your attention to another fact. If we have any difficulties as commercial men and should go to the legation or consulate for advice, we

seldom get it, and if they do give it we are taxed for it; and in fact, to sum up the whole matter as a commercial firm, we only seek to avoid coming in contact with the United States authorities abroad, owing to the fact that we receive very little protection or attention, and have to pay for it so exorbitantly. It seems to me that the United States Government could be brought to understand and adopt a system similar to the one used by England and other nations—of having a moderate and reasonable charge for all notary and other work. The United States should give attention and protection to their citizens abroad by using stamps furnished by the Government for any notary act or other work the consulate is called upon to do. These stamps are furnished by the Government the same as the postage stamps, and must be applied to each document and the consul's seal put over it. We are also obliged to pay for the passports, and every time they are viséd by the consul or United States minister we have to pay \$1, while other countries never charge over 25 cents, and even some of the larger countries never charge anything for viséing passports.

As the United States are seeking foreign trade and sending out their people to solicit the same, all these items and expenses will become more and more burdensome to the manufacturer. Competition becomes keener, as items of expense like the above will be looked after more carefully than heretofore.

I should like to see the day come when every citizen of the United States will be protected as thoroughly as the Englishmen are. It is time now that the manufacturers of the United States looked into these matters carefully.

Always ready to give you further information, and trusting there may be some good come out of it, I am

Yours, faithfully,

GEO. W. SILLCOX.

[Letter 2.]

AUGUST 31, 1894.

STODDARD MANUFACTURING COMPANY, *Dayton, Ohio.*

GENTLEMEN: I hand you inclosed a letter from Mr. Alberte de Quintana, senator in the courts at Madrid, and formerly governor of the isle of Cuba, in the relation of bringing about a commercial treaty between the United States and Spain.

I would like you to work strongly with the idea of arranging through Congress, so that we can have at least quite as good a chance as Germany and Great Britain, on the continent of Europe, as I have already informed you that France charges 5 francs more a 100 kilos to America than Germany and Great Britain.

Yours, faithfully,

GEO. W. SILLCOX.

[Letter 3.]

AUGUST 25, 1894.

GEO. W. SILLCOX, *Brussels:*

I give you herewith extracts from a letter that I have received from our minister of foreign affairs in reference to arranging a commercial treaty with the United States of America and Spain whereby we may be able to get your American agricultural machinery, tools, etc., into Spain without paying duties so heavily imposed on us at present.

You have done well in replying that our main object in making new treaties with the United States of America is to have the duties reduced there on cork and wine from Spain in exchange for admitting into Spain agricultural machines, tools, and implements made in the United States of America. Besides this we must ask the free importation of all new agricultural products, such as rice, pease, etc., if we allow their agricultural products to come to Spain. We must ask for two different treaties, one for Spain and the other for the island of Cuba and Puerto Rico.

Always your obedient servant,

ALBERTE DE GUINTANA,
Corroella de Montgri, Spain.

John Moore's Son Company, makers of agricultural machinery, Raritan, N. J.

The above will give you full name and line of manufactures of this company.

Capital, \$100,000; average employees about 75, and yearly product about \$100,000, nearly equally divided between export and domestic.

We sell abroad both direct and through commission, but even in the trade coming through commission merchants we contract with the buyers direct to a large extent. Thus the commission houses become shipping and banking intermediaries only. We obtain our trade by visiting it.

We are aware of no discriminations against our line of goods affecting in the slightest our chances for business abroad.

8. Changes constantly occur in South American tariffs, but affect all shippers alike in our line of goods.

9. As a rule, the tariff in South American countries on farm implements of the simpler classes is light, and the entire removal would produce little result. In Argentina only are there any quantity of plows and kindred tools made, and even there mainly in the far interior. Even there the entire removal of the duty would probably not affect materially the demand, though, as Argentina now seems able to produce wheat for less at seaboard than this country, any reduction in their items of producing cost would hardly seem advantageous to this country.

10. About twice.

11. Much less.

12. Much less.

13. From English and German makers; in all the markets; we reach Africa and South America.

14. They have the advantage of steady and fairly uniform cost of materials. With them iron and steel costs are as steady as lumber costs are with us. We have been lower than them on iron and steel costs (in the fall and winter, 1894-95), but our market fluctuates widely. This is disastrous to competitive business on staple products made entirely of metal. Where wood is the main component part, the advantage, as a rule, is with us. They have decided advantage in banking facilities, exchange, mail time, etc. Their freight rates (from seaboard) are much less; time in transit, as a rule, less; freighting opportunities more, and insurance less.

15. Given an even range of costs for materials and the cost of labor as of the past two years' average, we can compete in both quality and price.

16. Largely increased.

17. The home market is the largest individual in the world, but with present facilities, worked steadily the year through, existing factories could probably produce twice the quantity of our line of goods now made and consumed in the United States. In other words, the manufacturers of this country could, without increasing their facilities, but simply by running full the year round, supply all the goods now supplied by English and German makers and exporters of agricultural implements.

18. Did not affect it to the slightest in our line. Comparing trade during reciprocity of those countries availing of it and those not availing of it, there was no difference as between the two classes. Trade conditions regulated the demand from each class alike.

19. We do not know.

Our replies to 17 and 18 are based on actual experience—travel in Europe and South America—and a study of the factory conditions in the producing and trade conditions in the purchasing countries. Few or none of the South American Republics are without their debts (public); all have their expenses, and their interest and expenses are mainly, and must be mainly, covered by customs receipts.

20. No; because we do not believe reciprocity would be operative.

The expenses must be paid and from the custom-house. They might reduce or take off the tariff in appearance, but it would be there nevertheless, in port charges, landing charges, or in some roundabout way. "One must live," and nations as well as individuals must have something to live on. The native in South America does not want to think he is paying the taxes any more than the average American, so they load the apparent tax on the merchant, especially on the large importing houses. A large proportion of such are English or German. So the present arrangement is doubly satisfactory—the masses do not see they are paying the tax and they also think the hated foreigner is paying it for them. No Government which attempted to give honest force to general reciprocity could exist, since by as much as reciprocity increased the business with the reciprocating nation, by so much would the customs suffer, and while the results might be beneficial, still the benefit would accrue indirectly and the taxes would have to be direct. The South American mind would be no quicker to recognize the true and correct balance than the North American mind.

The Bucher & Gibbs Plow Co., Canton, Ohio.

2. Plows and agricultural implements.
4. We sell goods in foreign countries—Europe, Africa, South America, Australia, Cuba (before the war), Jamaica, and Mexico.
5. We make direct efforts to conduct this business by having established an office in New York City, and by establishing agencies in the various countries.
8. We commenced this business within six or eight years, and is not very extensive.
10. We understand our foreign customers have the advantage, because they can ship their goods in vessels which sail directly from England, France, and Germany, especially to Australia, South America, and Mexico. The United States should establish, protect, and maintain a line of vessels plying between these States and South America, and Mexico especially. Another item of great importance, as we understand it, would be the establishment of an international banking system between these States and those of the South American continent.
11. Abstract of duties imposed by the system in vogue between the several countries. Believe that our prices compare favorably with those of foreign manufacturers, and in quality exceed to a great extent.
12. The reciprocity treaties of 1890 caused a very largely increased inquiry for goods in our line, and since the repeal of said law this interest has decreased considerably.
13. We therefore would be in favor of the reestablishment of reciprocity principles in future tariff legislation, and the enactment of a law authorizing the President to negotiate reciprocity treaties with the European and American nations so far as possible. We also believe in protective-tariff principles, with sufficient force and power to collect revenue for the general expenses of the Government.

Keystone Manufacturing Company, Sterling, Ill.

2. We are engaged in the manufacture of farm machinery.
3. The foreign countries with which we do business are the Argentine Republic, South America, Canada, and some portions of Europe.

4. We have made some effort to extend our foreign trade, and with considerable success.

5. We do not find any restrictions to hinder us, particularly in foreign countries, in the extension of our trade, with the exception of Canada.

6. The Canadian tariff on farm machinery is exclusive, almost prohibitory.

7. I think if we could get reciprocity with Canada on farm machinery it would be of great benefit to Canada and to ourselves, and think this could be brought about by some effort from Congress.

8. The volume of our business, as compared with that of six years ago, is larger, nearly double, what it was then, but the selling prices are lower now than they were then and the profits are not so good. (This answers query 9.)

10. We do not have any trouble about foreign competitors in our line.

11. We have no trouble in competing with foreign merchants in the sale of our goods, either in quality or prices.

12. We think that the reciprocity treaties made in 1890 were favorable toward extending our trade in foreign countries, and that this feature should be again incorporated by our Government.

13. We are heartily in favor of the reciprocity principle to future tariff legislation and the enactment of a general law authorizing the President to negotiate reciprocity treaties between us and other nations. There is no reason why we should not be able to compete with any nation in the world on farm machinery. While labor is lower in some foreign countries than it is here, yet they do not have the ingenuity and the facilities for manufacturing the goods as we do. Most all of the foreign lines of machinery are heavy and very bungly, and do not combine the American ingenuity and neatness in their manufacture of farm machinery as that manufactured in this country.

DRUGS, MEDICINES, CHEMICALS.

CIRCULAR OF INQUIRY TO MANUFACTURERS.

COMMITTEE ON WAYS AND MEANS,
HOUSE OF REPRESENTATIVES,
Washington, D. C., March 4, 1896.

SIR: In order that they may give more intelligent consideration to pending and proposed legislation, the subcommittee of the Committee on Ways and Means of the House of Representatives in charge of bills relating to reciprocity arrangements and commercial treaties would be greatly obliged if you would forward them, at your earliest convenience, your views and suggestions, and such information as you are able to furnish upon the following points, namely:

1. Give full name and address of firm or company.
2. Lines of manufacture.
3. Amount of capital, number of persons employed, and value of annual product.
4. Do you find your market at home or abroad, and, if both, in what proportion?
5. Do you sell direct to foreign dealers or through commission houses?
6. Have you made any direct effort to extend your foreign trade; and if so, by what means, with what success, and in what countries?
7. Are you aware of any discriminations or obstacles in the laws or customs regulations of any foreign country that restrict or prevent the extension of your trade; and if so, can you suggest any means by which they may be removed?
8. What changes have recently occurred in the tariffs of foreign countries so far as they relate to your lines of manufacture?
9. How far would the removal or reduction of the customs duties imposed by foreign nations upon the merchandise in which you deal aid in the extension of your export trade?
10. What is the output of your establishment compared with that of six years ago?
11. How does the present cost of production compare with that of six years ago; including wages, the cost of raw material, and transportation rates by sea and land?
12. How do present selling prices compare with those of six years ago?
13. What competition do you meet with from foreign manufacturers, and in what markets?
14. What advantages do your foreign competitors have over you in the cost of manufacture and in transportation charges to foreign markets?
15. To what extent can you compete with foreign manufacturers in quality and prices?

16. Has the total product of the United States in your line of manufacture increased or decreased during the last six years?

17. What proportion of the total present and possible output in your lines of manufacture in the United States can be absorbed by the domestic market; and what would be your estimate of the natural surplus for export if all manufacturers in your lines were producing to their full capacity? (The purpose of this inquiry is to secure as accurate an estimate as possible of the necessity for new foreign markets to the manufacturers of the United States.)

18. Was the general effect of the reciprocity treaties made in 1890 favorable or unfavorable to the export trade of the United States, and what was the effect of their repeal?

19. What was the effect upon farm products particularly?

(If your replies to inquiries 17 and 18 are based upon actual experience, please give details as fully as possible.)

20. Do you favor the application of the reciprocity principle to future tariff legislation, and the enactment of a general law authorizing the President to negotiate reciprocity treaties with both European and American nations, so far as possible?

These inquiries have been forwarded to several hundred persons, firms, and corporations who are engaged in the manufacture of various lines of merchandise that enter into the export trade, and the replies are intended for publication with a report which the Committee on Ways and Means will make to the House of Representatives; but, if so desired, any information received will be regarded as confidential. All values should be expressed in United States gold, and all quantities in our weights and measures.

Any suggestions or information of value bearing on these subjects that is not called for by the above inquiries will be appreciated.

I am, sir, your obedient servant,

A. J. HOPKINS, *Chairman.*

REPLIES.

Harrison Bros. & Co., Grays Ferry, Philadelphia, Pa.

2. White lead, colors, paints, and chemicals.

3. About \$3,000,000; about 450; about \$2,500,000.

4. Principally at home, owing to causes and limitations hereinafter explained, which virtually bar us out from foreign markets.

5. Generally through commission houses.

6. We have made direct effort by advertising and the distribution of sample cards and circulars bearing upon our goods, and by employing representatives of our own, and also employing commission agents. Our success has been very small, and has not, by any means, compensated for the outlay expended; mainly in the South American countries.

7. We have found that we have to contend against a class of cheap goods, made principally in England and Germany by low-priced labor. It would be necessary to degrade our own labor in order to meet this competition. Then again, owing to the low value of money in foreign countries, they offer terms of credit much more lengthy than we can consistently offer. One of the principal difficulties in our obtaining foreign trade is the want of facilities for direct steam shipment to the principal places where the commerce of the various countries is cen-

tered. The only way to remove this would be by the Government of the United States extending to its merchants the same aid which the Governments of Great Britain and other countries extend to their merchants in the encouragement of the commercial marine, by the means of postal or other subsidies. We believe that foreign nations are discriminating against the United States, and protecting their home industries by means of tariffs, which are largely prohibitory, and meant to be so. We believe that the only means of bringing foreign countries to admit our products on a suitable basis would be either by retaliation on our part, which we do not recommend, or by means of reciprocal treaties, which we do recommend.

8. We are not in position at present to enter into details, but believe that the whole tendency on the part of foreign countries has been to increase rather than to diminish their prohibitive scale of duties.

9. Were our products admitted upon any reasonable basis to foreign countries our business could be largely increased, because, in the first place, the drawback law of the United States on raw material puts us virtually on a par, so far as such material is concerned, with other nations; then, again, we have advantages in the way of mechanical appliances and mechanical skill, which, other things being on a level, would enable us to successfully meet the nations of Europe upon their own ground. The increased business being thus brought to our factories would enable us to give employment to a larger number of people, and in that way the advantage would be of wide distribution.

10. It has remained about stationary instead of following its natural growth or increase, owing to our field of operations receiving no encouragement, such as would take place in the event of a foreign outlet existing for our goods, and the building up of manufacturers in our line West and South, where we used to have a large demand.

11. The cost of production has had a downward tendency, arising from various causes. We have been able to hold wages up to about their previous figure, being compensated by slight gains in other directions, including reduced cost of raw material and the lowering of transportation rates.

12. We meet such competition in all markets, especially our own. The market of the United States is made by many foreign manufacturers the means of disposing of their surplus stock, thus enabling them to keep prices up in their home markets, while they flood this country with their excesses. We know of one case in which all the foreign manufacturers are banded together in a pool with the understanding among themselves that they shall adhere to certain prices at home, while the remainder of their production is consigned to an agent in this country, who sells at such price as he can obtain, and any loss thus incurred through the sales of such agent is divided up in certain proportions among the manufacturers. This has kept down the particular article in which these manufacturers deal to such an extent as to make its production in this country now unprofitable, if not almost impossible. Then, again, the present tariff of the United States is so adjusted as to give the foreigner undue advantage by the abuse of ad valorem rates. The American manufacturer is left virtually helpless—tied hand and foot—so far as entry goes into foreign markets, while every facility seems to be given and the gates opened wide to the entry of the foreign manufacturer here.

14. They have the advantage, if advantage it can be called, of cheap labor. They have the advantage of the protecting arm of their governments, who see to it as far as possible that their commerce is unfettered

and afforded every possibility for expansion. As for transportation advantages, they have them in the shape of lines of steamships running to every part of the world and enabled so to run by means of Government aid, extended in one manner or another.

16. We can outdistance them all in point of quality, and can outdistance them also in the way of price upon any equal field, if we were enabled by running to full capacity and having markets for our surplus to lower the cost of production.

16. It has increased presumably to the extent of increased home production owing to the growth of our country and its population.

17. The present output can be absorbed, and is absorbed by the domestic market, because the limits of that market being known the output is limited accordingly. Were we to work to our full capacity we could produce a surplus for export, and not only would our surplus be available for such purpose, but we could increase our capacity to any extent that new markets gave a field for. At present we are limited or curtailed, but if we had the opportunity for expansion we would quickly respond to such opportunity.

18. The general effect was undoubtedly favorable, and their repeal undoubtedly unfavorable.

19. Without professing any direct knowledge upon the subject of farm products in particular it seems obvious to us that manufactures being curtailed, and employment hence curtailed, the home condition of the farmer must have naturally been impaired accordingly, and it would seem to be obvious that the reverse conditions would hold good in the event of manufacturing here being expanded and the earning power of labor thus increased. It would also appear that were the price of farm products upheld at home it would tend to a corresponding upholding of such farm products as are exported.

20. We most certainly do, and for the reasons heretofore briefly sketched in this paper, but we would be perfectly content if we were at least allowed to hold our own market by the aid of reasonable protection through the enactment of an equitable tariff based upon specific duties.

Gilman Bros., Boston.

So far as a general policy is concerned we are under the impression that reciprocity with other countries—particularly the South American—would prove advantageous to the business interests of the United States.

J. C. Ayer Company, Lowell, Mass.

2. Manufacturers of proprietary medicines and perfumery; printers and publishers.

3. Amount of capital, \$300,000; number of persons employed, 225; value of annual product, \$1,250,000.

4. Market both at home and abroad. Home market 75 per cent, foreign market 25 per cent; but the foreign market increasing.

5. The greater part of our export trade is done directly with foreign dealers, but some part through American commission houses.

6. We have been engaged for many years in efforts to extend our foreign trade by means of travelers, distribution of our own printed

matter, and by advertising through the newspapers originating in the foreign countries with which we trade—these being in all the four quarters of the globe.

7. The chief obstacles to the larger development of our trade in foreign countries is found in high tariffs. We know of no better way of removing or reducing such hostile tariffs than by means of reciprocity treaties.

8. New Zealand last year advanced her tariff on our goods from 25 per cent ad valorem to 40 per cent, which, we apprehend, will reduce our trade there. The tendency of late years, especially in the Latin-American countries, has been toward higher tariffs. In Brazil a new tariff went into effect in January of this year, which increases enormously the duties on our goods, besides many other American manufactures. Owing to the ambiguous phrasing of the new tariff our resident agents at Rio are not yet able to advise us of the exact rates of increase, but we are afraid that we must either relinquish the Brazilian market or manufacture entirely at Rio. If we have to do this, so much less employment and wages will be forthcoming here for American labor.

9. The removal of customs duties by foreign nations would in a very short time double our exports. Reduction of duties would tend to promote larger trade in proportion to the lessening of the burden imposed by the high duties.

10. Our domestic output shows no increase to-day over that of six years ago, but our exports to foreign countries show an increase of more than 25 per cent.

11. The present cost of production is about the same as six years ago, including wages; transportation rates by sea and land are slightly less.

12. Our selling prices to-day are the same as those of six years ago.

13. We meet with very sharp competition in markets abroad, chiefly from European manufacturers, but also in many countries from the native manufacturers and dealers.

14. Our competitors abroad in many markets have advantages in the lower cost of European labor and lower cost of materials. Transportation cost has of late years been reduced.

15. In quality our standard is the highest. As regards prices, we come into competition with a large army of foreign products of like character to our own, but put upon the cheapest basis.

16. The total product of the United States in such goods as ours has largely increased during the last six years.

17. It is not possible to estimate accurately what proportion of the total present and possible output in the United States can be absorbed by the domestic market, but our observation leads us to believe that were it not for the outlet given by exportation to foreign countries the competition for the United States market would be disastrously felt by manufacturers. The surplus for export is limited only by the export demand; that is, as the demand increases facilities for supplying same expand in proportion. The foreign demand is largely affected by the high selling prices in foreign markets of American goods, these high prices being largely caused by the high duties which have been added to the buying cost. If cost to the foreign consumer could be reduced the demand would be increased.

18. We believe that the general effect of the reciprocity treaties made in 1890 was favorable to the export trade of the United States with the countries concerned. Our particular goods benefited only from the treaties negotiated with Cuba, Puerto Rico, British Guiana, and the

British West Indies. With these last-named countries we have not as yet perceived any detriment from the abandoning of the treaties, but with Cuba there has been a very large falling off in trade. This is probably caused by the unfortunate political condition of the country this past year or so, which makes a comparison worthless.

20. We strongly favor the application of the reciprocity principle to the Latin-American nations and to the British colonies, especially in these latter, with Canada, Australia, New Zealand, and South Africa. The duties levied by the British colonies are not excessively high, excepting in the cases of Canada and New Zealand. The benefit to be derived from reduction of duties in these colonies would be found in reduced cost to the public, permitting of larger consumption. We have most cause of complaint against Brazil and the Spanish-American Republics in general, whose tariffs are excessive in the extreme. Reciprocity treaties afford the most effective way of relief from these burdens. American proprietary medicines and perfumery come into sharper competition abroad with foreign products than do any other single class of American manufactures. There are no articles of American manufacture which are more widely distributed the world over or that are "pushed" with more intelligence and business enterprise, and there are no articles of American manufacture that would respond more quickly to the encouragement and relief of lessened taxation in foreign custom-houses.

J. J. Allen's Sons, Philadelphia, Pa.

On the item of phosphorus the reciprocity treaty made a difference of $2\frac{1}{2}$ per cent in favor of this country over Europe for Cuba, and this difference in the rate of duty, together with the feeling which it apparently created in favor of our country, enabled the American manufacturers to supply nearly all of the phosphorus used in Cuba, which they were not able to do before the reciprocity act went into effect.

A reciprocity agreement with the same difference as above would undoubtedly very materially assist in enabling the American manufacturers to supply all the countries of South America, as they seem favorable to buying of us, and are ordering in small sample lots, and they say they would buy more if the tariff rates were not against us.

Pronta Cura Company, Meriden, Conn.

As our business was only started in 1893, and is necessarily small, we can not say much concerning reciprocity, especially as on account of the financial condition of our country we had to proceed very cautiously and could not push our foreign trade. We will, however, endeavor to answer some of your questions to the best of our ability.

1. Pronta Cura Company, Meriden, Conn.
2. Ointments.
5. Sell direct to foreign dealers.
6. Have made direct efforts to get access to the market in Cuba by writing directly to dealers. Result: Representation there.
9. Reduction in customs duties would greatly help us.
20. Yes.

Andrew Jergens & Co., Cincinnati, Ohio.

2. Manufacturers of toilet soaps.
 3. Australia, Mexico, Cuba, and Canada.
 4. Have made several arrangements costing us several thousand dollars for South American trade, but find foreign soaps in all the markets of South America well introduced; but think it possible to get our share by being placed on an even footing with favorable freight rates.
 5. No.
 6. Are not aware of change except Cuba.
 7. Manufacturers in our line are able to cope when placed on an even basis with those of foreign make, providing we can get better shipping facilities.
 8. Volume of business compared with six years ago shows an increase of 200 per cent.
 9. Prices compared show a decline of 20 to 35 per cent.
 10. The advantages of regular lines of vessels and steamers making regular trips to all important points. Also advantage of cheap labor.
 11. On an even basis.
 12. Brought us increased trade, especially with Cuba, but upon passage of Wilson bill every order was canceled, and at present high duties are unable to sell or compete with foreign soaps. All orders were canceled, and have not received a single order since from Cuba.
- We have only one suggestion to make in addition to a return of reciprocity treaties, and that is more encouragement to subsidies of shipping lines of steamers.

Jerome Marble & Co., Boston, Mass.

We are in receipt of your circular letter of March 4, 1896, asking certain information and our views and suggestions in regard to reciprocity and commercial treaties. We can give you very little detailed information, as we are merchants and not manufacturers. We are very glad indeed, however, to give you what little information there is within our knowledge on the subjects referred to. Our capital is from \$300,000 to \$500,000. Our business is almost wholly the handling of domestic goods and the importation of heavy chemicals. The only product we have exported in any quantity is cornstarch, which we have sent only to the English market. This starch we have sold to foreign dealers direct. We have made no effort to send cornstarch to any other market than Great Britain, and we know of no obstacles in the laws or customs regulations of any foreign country that would restrict or prevent our shipment of starch to other countries, but have made no effort to ship starch to other countries, as we have not found a demand for the commodity in any other country than Great Britain. We have not, however, fully investigated the possibility of advantageous shipment of starch to other countries than Great Britain. In the shipment of starch to Great Britain we have found a decided disposition on the part of the customs to avail themselves of the slightest possible deviation from the technical regulations of the customs in regard to the marking of goods, etc., to impose fines and penalties, although it was evident that the failure to comply with the regulations in regard to the matter was the result of lack of knowledge and accident or mistake. In other words, a little disposition on the part of the

customs to discourage imports into Great Britain of foreign goods. The price of starch to-day, and the cost of its production, is much less than several years ago, owing, however, principally to the low cost of the raw material at this time. Ocean freight rates vary very much from time to time; just now they are very low from the port of Boston to Great Britain.

We very strongly favor the application of the reciprocity principle to future tariff legislation, and the enactment of a general law authorizing the President to negotiate reciprocity treaties with both European and American nations, as far as possible. We are also very strongly in favor of legislation that will very materially extend our foreign trade, even to the extent of subsidizing, if necessary, steamship lines. We believe the United States should do, as far as possible, its own passenger and freight carrying business.

Longman & Martinez, New York.

Our business is manufacturing paints and varnishes.

Trade with Cuba, Puerto Rico, South America, and Mexico.

Have made direct effort to extend our foreign business during the past thirty years.

The volume of our business in comparison with that of spring of 1893 and before is over one-quarter to one-third less.

Our selling price to-day, in comparison, is a less price.

In paints our foreign competitors have an advantage over us, due, we believe, to cheaper labor and to better advantages which they possess in the way of transportation.

Our competition with foreign merchants is therefore difficult, but if we are content with none or a very small profit, we obtain a share of business.

The effect of the reciprocity treaty made in 1890 was favorable to our export trade; the repeal diminished our business.

We favor the application of the reciprocity principle to future tariff legislation, and the enactment of such a law as you mention provided the reciprocity principle is extended only to products of other countries which can not be grown or manufactured in this country.

Bender & Alldred, Pittsburg, Pa.

2. Litharge and red lead.
3. Fifty thousand dollars; twenty; \$142,000.
4. At home.
5. Do not sell.
6. Yes; by remitting tariff on foreign pig lead; Canada.
10. We are new and can not make comparison, as have been running eight years; first years very small.
11. Possibly higher; raw material lower.
12. Nearly 1 cent per pound lower.
13. In our home market, English, and German.
14. Advantage of cheaper labor.
17. About one-half; the other half.
19. In our line lower.
20. We do.

Heath & Milligan Manufacturing Company, Chicago, Ill.

2. Paint and color makers.
 3. We do not deal direct with any foreign countries to any extent.
 4. We have made one effort only to extend our trade into foreign parts, which was to establish an agency in Japan, but were not successful. Incidentally, would say our home market is the best for our line; in fact, America consumes more paint than all the rest of the world.
 5. The high tariff of Canada and the high and irregular tariff of Mexico prevents our selling paints in the two countries, which would otherwise be the most favorable to our product.
 6. No changes in the tariff have recently been made which seriously affect the sale of paints of our own special manufacture in foreign countries that we are aware of.
 7. A reduction of customs duties in Canadian provinces would especially aid us in selling our product in that section. There is so little demand for paint in other countries that we have paid very little attention to the conditions elsewhere.
 8. The volume of our business is not as great as it was six years ago. It has decreased materially since 1893.
 9. Present selling prices are about the same as those of six years ago.
 10. Foreign competitors have the advantage of us in the cost of labor only, so far as we are able to judge.
 11. In most products in our line we can fairly compete with foreign manufacturers in quality, but not in price, owing to the greatly advanced cost of labor in this country over that of most other countries, and labor is the principal cost of our production.
 12. Our personal experience will not warrant us in expressing an opinion on this question, but from information at hand we should judge that the reciprocity treaties of 1890 were most favorable to our export trade generally.
 13. We do favor the application of the reciprocity principle to future tariff legislation and the enactment of a general law authorizing the President to negotiate reciprocity treaties so far as practicable.
- To sum up: We are in favor of reciprocity that is really reciprocity, based on good judgment and common sense; that will go hand in hand with an amount of tariff sufficient to protect American industries and American labor, and furnish adequate revenue to meet the expenses incurred in maintaining our Government.

H. K. Mulford Company, Philadelphia, Pa.

2. Manufacturers of pharmaceutical products, principally compressed tablets, triturates, lozenges, and hypodermics.
3. (a) \$150,000. (b) 100 employees, including salesmen. (c) \$250,000.
4. (a) At home. (b) Some little abroad.
5. Both direct to foreign dealers, also commission houses.
6. (a) Yes, some little. (b) By means of advertising. (c) With partial success; principally in the Latin-American countries.
7. Yes. Customs duties. Reciprocity.
8. The writer is not sufficiently familiar with the changes in the tariff laws in the foreign countries to speak intelligently on the subject.
9. It would give us an equal opportunity with European markets, more particularly in our trade with the Latin-American countries, with

whom, we believe, a large and satisfactory business could be established. The duty on our products is almost prohibitory in competing with European countries for the trade, for the reason that most of our finer chemicals, used in manufacture of our products, are products of the European laboratories, upon which there is a duty, putting us at a disadvantage when endeavoring to create a market beyond our own for our products whereupon a duty has to be paid, since these European countries do not have to pay as much for the original article on account of the duty already mentioned.

10. We are unable to give an answer, since less than six years ago our company was organized.

11. There has been a decline in the cost of most all chemical products; no decline in wages; cost of raw material is less; transportation charges by land and sea are in some instances less.

12. Our selling price compared with five years ago is on an average of 50 per cent less.

13. We have practically no competition from foreign manufacturers in our own country, but they hold the trade for our class of products in the Latin-American countries.

14. European countries possess the advantage of securing many of the chemical products used largely in the manufacture of our line, upon which they do not have to pay duty. As an offset to this we have special machinery greatly superior to that which is used in the foreign countries for producing products in our line. Our rate of wages is very much in excess of their own, on an average of 100 to 200 per cent above that paid by themselves.

15. Were reciprocity generally extended with the Latin-American countries it is our belief that we would be able to successfully compete with foreign manufacturers in our line and to eventually control the entire market for pharmaceutical products. It is questionable to what extent inroads could be made in supplying the European market.

16. Our line has largely increased during the last five years, which is due almost entirely to the fact of its being a new and popular one.

17. It is problematical as to how much of our possible product would be consumed in the United States by the domestic market.

18. The reciprocity treaties made in 1890 were unquestionably favorably to the export trade of the United States, and the repeal was a serious blow to manufacturing interests so far as their further securing foreign business.

19. Any laws hostile to the manufacturing interests are unquestionably reflected to that of all trades and farming products.

20. We favor the application of the reciprocity principle to future tariff regulations, more particularly to the Latin-American countries. This is a market which we believe legitimately belongs to the United States. The reciprocity principle should be applied in its freest sense.

As a manufacturer, but more particularly as a citizen of the United States, the writer is deeply interested in seeing closer relationship existing between the American countries, believing it to be for the best interests of us all.

Seabury & Johnson, manufacturing pharmacists and chemists, New York.

2. Our products represent legitimate pharmacopœial, medicinal, surgical, and antiseptic materials.

3. We are in active communication in a business way, direct and through our agents in London and Hamburg, with all civilized nations.

4. For nearly twenty years we have devised ways and means for securing foreign business, and have now a status in Europe, northern Africa, China and Japan, Australia, East and West Indies, and South America; but it would be manifestly unfair for me to answer this question in detail, for the reason that it has cost us more than a quarter of a million dollars to acquire this trade; that is a part of the capital in our business—brains—and we do not propose to write prescriptions for other manufacturers; let them buy their experience by intelligent introspection and study and risk of capital. We are not in business for health alone.

5, 6. As you know very well that for their own protection many of the European countries have adopted a protective system, more or less discriminating, by approving of our policy. The French law is absolutely proscriptive in our line of goods. It was only recently that the French Academy of Medicine have by special enactment allowed lines of our products to enter into their ports upon the ground that Frenchmen have not as yet been able to produce similar goods in our branch of pharmaceutical chemistry. The Russians are also proscriptive protectionists. Reciprocity with these countries is the only remedy upon an equitable basis of exchanges. In a great many foreign countries medicinal articles are usually submitted to an academy of medicine and pharmacy. They must indorse such medicinal preparation before their Governments will permit them to enter into the custom-house.

7. About a quarter of a million.

8. Domestic trade has been reduced in volume on the ground that the Congress contains too many legislators who are inexperienced in commercial, financial, and practical questions. If 75 per cent of our legislators were practical men we never would have been precipitated into the misfortunes of the past few years; we all have suffered, directly and indirectly.

Our people are economizing, and, so far as commerce is concerned, instead of buying a three months' stock they are buying goods from "hand to mouth," to use a commercial expression. With the return of the methods, ways and means, and principles of the Republican party, I know (for I am not a "doubting Thomas") that trade will everywhere revive, and there will be a general restoration of confidence in our national affairs.

9. The selling prices of goods at the present time, in my judgment, have reached their minimum. Competition has been so intense for home trade that a great many manufacturers conducting extensive establishments throughout the entire country, when requested to recite their views on the situation, stated that they were doing a fair business, but, in the language of the poet, so far as profits were concerned, they could with the aid of a microscope see as a result of a year's business "an elegant portion of fried snowballs." With the general resuscitation of trade and commerce at home, and a reenactment of the McKinley bill, slightly modified, the prosperity belt will once more be seen in the dim distance. Values of home products at the present time are extremely low.

10. Cheap labor and long hours; in some countries even Sundays are included. Transportation charges are generally lower on the other side, on account of the runs being so much shorter.

11. We can compete with foreign manufacturers in our line on almost equal terms, on account of ingenious machinery and new processes, provided they will make the same quality of goods. When the German commissioner was asked in 1876 how German manufactures compared

with American goods, he assured them that in contrast they were classed among those that were "cheap and nasty."

The goods which we manufacture are employed chiefly by professional men, and they want the best, and we make them.

12. Reciprocity treaties undoubtedly lead to close relations with those to whom we enter into treaties, but after all we have been for years embarrassed by not being in possession of a merchant-marine service, and until the latter is encouraged by our people upon the basis of a gratuity of some sort—term it a subsidy, if you like—we will never be able to accomplish the objects involved in reciprocity.

The American ship carrying goods from New York or from any port in the United States to any foreign country can be regarded almost as I would regard a salesman that is traveling throughout the country or world in our interest. Jointly with a marine service we also must establish national banking facilities—they are collateral necessities.

13. "And don't you forget!" it, we must make markets for our surplus products. Naturally, importers and traders who are not interested in the prosperity of this country will have no sympathy with this question, and preach Cobden Club sermons for the benefit of English interests.

"Josh Billings" used to say on general principles that he did not care to give people advice unless it was solicited; I see you wind up your circular with a wish that voluntary information will be cheerfully received; I accept your invitation.

I have for years pleaded for a tariff commission to settle all of our commercial questions and also to create a new Cabinet officer, secretary of commerce. I sent Senator Cullom some points on this question; it has been a hobby of mine for twenty years. A secretary and a commission, the latter to be composed of men especially trained to examine all economic, tariff, and commercial problems, and to be appointed without reference to their political prejudices, could easily settle to the satisfaction of the entire country just where the interests of the United States lie. From my standpoint such questions are easily solved, provided your cranium is built the right way.

Second. The Postmaster-General could recommend to the Congress a law establishing gratuities to all accessible points, in order to bring about a closer relationship with such nations that we feel inclined to enter into with reciprocal commercial treaties; in other words, "Blaineism" from stem to stern is the true policy. He was a good enough skipper on this subject for any of us to follow; he had the right idea; but those collateral points previously alluded to must become a part of reciprocal treaties—money exchanges, transportation, and the reciprocal interests entered into. Those three points must be established connectively before success can be attained as a whole. Subsidies represent one-third of the whole, merchant-marine service another third, and reciprocal treaties bind the other two-thirds.

Third. Another suggestion that I would make would be for the Secretary of State to interest not only our ambassadors, ministers, and consul generals, but consuls everywhere to suggest to the Department the best way to obtain the trade at their respective countries or ports. In fact it should be the duty of our ministers everywhere to submit annually to the State Department a report on reciprocal trade interests. When we get ourselves into the form here cited as a postscript, with a fairly high proscriptive tariff, then "Old Glory" will once more establish its right to the commercial supremacy of the world. The North, South, East, and West will all share in the general prosperity. As a

matter of fact, a nation after all is merely an extremely large family whose business should be settled for their own interests and not adjusted by aliens.

The writer has made the circuit of the commercial world at least a dozen times in the last twenty-five years, so the court knows just exactly what it is talking about.

The Josephine Moore Company, Chicago.

We manufacture, mostly for the wholesale trade, toilet preparations for ladies. Our foreign trade extends now to France and Canada, but while we are under this present depressed trade condition, will make no further efforts to extend our foreign trade. Our business relations with business men have compelled us to consider more and more our national affairs, and, as our American market is the best in the world, we think that an almost ideal national condition would be for us—(1) generous protection for our industries and our homes; (2) intelligent reciprocity with other nations; (3) honest civil service; (4) international money.

We are a firm of ladies, and have no votes bearing on the above conditions, but what influence we may have shall go in favor of them.

The Sharpless Dye-Wood Extract Company, Philadelphia.

1. The Sharpless Dye-Wood Extract Company.
2. Dyewoods and dyewood extracts.
3. Capital, \$1,000,000; number of persons employed, about 150; value of annual products, about \$1,000,000.
4. Our market is about 85 per cent at home and 15 per cent abroad.
5. We sell direct to foreign dealers.
6. We have made efforts to extend our foreign trade in Great Britain, Germany, Belgium, Holland, and Spain with fair success.
7. The duty levied in France and Russia upon our products are practically prohibitory. The ideas of protection to domestic industries (as well as for purposes of revenue) are so firmly established in both these countries that, although their markets are extremely desirable to Americans, we presume there would be little use in attempting to have them changed by ordinary diplomatic means, as regards our goods.
8. Within a few years there has been a change in the French tariff which apparently makes it easier for foreigners to introduce dyeing extracts into that country, inasmuch as the previous law absolutely prohibited under any conditions the importation of foreign-made dyeing extracts, but the tariff duties are now placed at such a rate as renders competition from foreign lands impracticable. In Russia until a few years ago there was no duty upon dyeing extracts, but in order to favor the manufacture of these goods on the Baltic, there was a duty imposed of about 50 per cent, which practically excludes all foreign-made dyeing extracts.
9. The removal or reduction of the customs duties in Germany, France, and Russia would open a large market to our products which we should be quick to avail of.
10. The output of our establishment is about double that of six years ago.

11. The present cost of production is considerably less than six years ago, on account of the adoption of approved appliances. Wages, raw material, and transportation rates cost approximately the same.

12. Present selling prices are lower than those of six years ago.

13. In Germany we meet with German manufacturers, and in Spain, Belgium, and Holland with both French and German manufacturers.

14. Our foreign competitors have the advantage over us of very much lower wages and interest charges, and a slight disadvantage of transportation of crude material.

15. In quality and price we can compete with any foreign manufacturers we have met.

16. The total product in the United States in our line of goods has probably decreased during the last six years, aniline dyes being used instead.

17. The possible output of all of the factories in our line in the United States can not be absorbed by the domestic market. If all the foreign markets were open to us, probably one-fourth of their output, possibly one-third, could be exported to a profit.

18. The reciprocity treaties made in 1890 do not affect our goods.

19. I am not competent to answer this question.

20. I favor the application of a reciprocity principle in future tariff legislation.

GLASS, CROCKERY, ETC.

CIRCULAR OF INQUIRY TO MANUFACTURERS.

COMMITTEE ON WAYS AND MEANS,
HOUSE OF REPRESENTATIVES,
Washington, D. C., March 4, 1896.

SIR: In order that they may give more intelligent consideration to pending and proposed legislation, the subcommittee of the Committee on Ways and Means of the House of Representatives in charge of bills relating to reciprocity arrangements and commercial treaties would be greatly obliged if you would forward them, at your earliest convenience, your views and suggestions, and such information as you are able to furnish upon the following points, namely:

1. Give full name and address of firm or company.
2. Lines of manufacture.
3. Amount of capital, number of persons employed, and value of annual product.
4. Do you find your market at home or abroad, and, if both, in what proportion?
5. Do you sell direct to foreign dealers or through commission houses?
6. Have you made any direct effort to extend your foreign trade; and if so, by what means, with what success, and in what countries?
7. Are you aware of any discriminations or obstacles in the laws or customs regulations of any foreign country that restrict or prevent the extension of your trade; and if so, can you suggest any means by which they may be removed?
8. What changes have recently occurred in the tariffs of foreign countries so far as they relate to your lines of manufacture?
9. How far would the removal or reduction of the customs duties imposed by foreign nations upon the merchandise in which you deal aid in the extension of your export trade?
10. What is the output of your establishment compared with that of six years ago?
11. How does the present cost of production compare with that of six years ago, including wages, the cost of raw material, and transportation rates by sea and land?
12. How do present selling prices compare with those of six years ago?
13. What competition do you meet with from foreign manufacturers, and in what markets?
14. What advantages do your foreign competitors have over you in the cost of manufacture and in transportation charges to foreign markets?
15. To what extent can you compete with foreign manufacturers in quality and prices?

16. Has the total product of the United States in your line of manufacture increased or decreased during the last six years?

17. What proportion of the total present and possible output in your lines of manufacture in the United States can be absorbed by the domestic market; and what would be your estimate of the natural surplus for export if all manufacturers in your lines were producing to their full capacity? (The purpose of this inquiry is to secure as accurate an estimate as possible of the necessity for new foreign markets to the manufacturers of the United States.)

18. Was the general effect of the reciprocity treaties made in 1890 favorable or unfavorable to the export trade of the United States, and what was the effect of their repeal?

19. What was the effect upon farm products particularly?

(If your replies to inquiries 17 and 18 are based upon actual experience, please give details as fully as possible.)

20. Do you favor the application of the reciprocity principle to future tariff legislation, and the enactment of a general law authorizing the President to negotiate reciprocity treaties with both European and American nations, so far as possible?

These inquiries have been forwarded to several hundred persons, firms, and corporations who are engaged in the manufacture of various lines of merchandise that enter into the export trade, and the replies are intended for publication with a report which the Committee on Ways and Means will make to the House of Representatives; but, if so desired, any information received will be regarded as confidential. All values should be expressed in United States gold, and all quantities in our weights and measures.

Any suggestions or information of value bearing on these subjects that is not called for by the above inquiries will be appreciated.

I am, sir, your obedient servant,

A. J. HOPKINS, *Chairman.*

REPLIES.

Homer Laughlin, East Liverpool, Ohio.

2. White table and toilet wares; also decorated wares.

3. None.

4. No.

5. Obstacle, high labor.

8. About same; less than 1892.

9. Twenty per cent and 25 per cent cheaper.

10. They can ship to the chief wholesale distributing markets of this country 25 to 33½ per cent cheaper than we can.

11. Fully in quality; difficult in price.

12. Favorable; repeal injured the purchasing power of part of our trade.

13. Yes; if without sacrificing any American industry.

A restoration of the so-called "moiety system" to prevent evasions of customs duties, and the application of specific and compound duties is of the highest importance in restoring trade. I believe that we should sacrifice no American industry in the name of reciprocity of trade with any foreign country. We should only sacrifice revenue upon a new competing product for the purpose of securing more foreign trade.

Any act authorizing the President to negotiate reciprocity treaties should limit that power within these lines. To secure the home trade that Europe now gets in our own country is more important than any other trade. That England's foreign trade is immense in manufactured goods all concede, and some of our people look at it with longing eyes. When it is known that one-half of all this is furnished by this country, and the other half only comes from all her favorite colonies and the rest of the world, don't it seem ridiculous that we should try to go away from home to meet her where she is so well intrenched, and neglect to take that part so easy to capture in our midst? I would also reach for the foreign trade easiest to get without sacrificing any other American interest.

The Hartford City Glass Company, Hartford City, Ind.

2. Manufacturers of window glass; also ground and chipped glass.
3. Capital invested, \$450,000. When in full operation 550 people are employed, and the value of our output this year will be about \$750,000.
4. Our sales are confined strictly to the home market.
5. We have made no sales direct to foreign dealers or through commission houses. As far as we know, none of our glass has ever been exported.
6. We have made no direct efforts to acquire or extend foreign trade, as we have more than our hands full in protecting our home market in competition with foreign glass.
7. Our location is such that we obtain no direct information from the customs authorities relative to the manner of handling importations of window glass, but the Indiana manufacturers, composed of 35 companies, are under the impression that there is something wrong with the customs regulations relative to the collection of duties. Thomas F. Hart, of Muncie, Ind., who is selling agent for the Western Window Glass Company, has this question up with the Treasury Department to learn what instructions are given to the collectors by that Department, and if the instructions are sufficiently clear the fault must lie with the collectors at the different ports. Most of the glass coming in now is at Boston and New York. Our manager has not been familiar with importations for the past five years, but states that previous to that time window glass was brought into this country in a very careless way. Importations were generally made in full cargoes, and great concessions were obtained on account of breakage that the importers were not entitled to. We do not know what facilities they have for the payment of duties, if any, but the Indiana manufacturers thought enough of the point to start an investigation.
8. The changes that have occurred most recently in the tariffs of foreign countries do not interest us, as we are not exporters. This also applies to question No. 9.
9. Answered above.
10. Our company has been in existence since January, 1891, and during 1891 the output of our plant was about \$200,000, or less than 100,000 boxes of glass, while this year we will produce about 250,000 boxes.
11. The present cost of production is from 10 to 15 per cent less than six years ago, the reduction affecting both material and wages.
12. At the present time the selling prices are about the same as those of six years ago, possibly a very little better, but during the interven-

ing three or four years the prices were ruinous. Last year one half of our glass was sold at less than cost of production.

13. The competition we meet with from foreign manufacturers is in our home market. In order to obtain any share of the Atlantic and Pacific coast business the makers of American window glass have to make an exceedingly low price—from 15 to 25 per cent lower than current prices in effect at interior points; and in some instances we have heard of foreign glass being sold this year in Chicago in competition with the American product.

14. Our foreign competitors have a great advantage over us in the cost of labor, and by shipping their glass in cargoes at the special rates, they can obtain from Antwerp and other foreign ports to New York and Boston lower rates than we can obtain from Indiana to New York. This does not apply alone to window glass, but we have known, within the past year, of shipments of salt cake coming from Liverpool, being delivered in Hartford City at 20 cents per 100 pounds, while the rate to New York City is 16 cents.

15. We are able to furnish window glass equal in quality to the foreign in every respect. The question of price has been answered above.

16. At present the total output of window glass in this country is larger than it has been for several years, although we do not believe there has been any increase in the capacity of the plants. The disastrous years which extend back to 1893 closed up a great many factories and they remained closed until those factories that remained in operation commenced to see a little profit on the advance in prices, when they went into operation again. There are probably more pots in operation now than there has been for the past three or four years.

17. We believe that with no increase in the capacity of the factories for the manufacture of window glass the present and possible output can be marketed at home; providing, of course, that American glass is not displaced by the foreign article, which is now coming into the country at the rate of 1,500,000 boxes per annum. If this million and a half boxes continues to come to the country, and the factories are operated to their full capacity, it would make it necessary for the home plants to close down their factories for a sufficient length of time to curtail the production up to this quantity, or to seek new markets—necessarily foreign markets—in which to dispose of the excess.

18. We are not able to give a satisfactory reply.

19. The same.

20. We favor the application of reciprocity principles for future tariff legislation.

Union Porcelain Works, Brooklyn, N. Y.

2. Manufacture a general line of hard vitreous porcelain, generally known in this country as china ware, for table use and electric insulation.

3, 4. Have very little foreign trade and do not specially seek it, for the reason that the manufacturers of the United States, except in a few instances, had better get much nearer the demands of their own country than they have ever been before they seek a foreign market.

5, 6, 7. These questions I have not studied.

8. Only about half the volume it was three, four, five, and six years ago.

9. Our selling prices are about 33½ to 40 per cent less than three, four, five, and six years ago, which means that our profits are all gone and our capital impaired to keep our factory open.

10. Principally in cost of labor.

11. We can equal foreign manufacture as to quality and are compelled to meet them as to prices, but it is ruinous, and would close our factory were it not for the hope that our tariff laws will soon be restored to the McKinley standard; and the free list of that tariff should be vastly reduced.

12. Beyond a question the effect of the reciprocity treaties as partially developed under Harrison's administration were favorable to the development of an export trade, and the repeal of that law was most unfortunate and a gross political blunder.

13. I do favor the application of the reciprocity principle to future tariff legislation, because it gradually provides a way to an outlet for our surplus as we approach that point, and materially assists the farming and shipping interests. The shipping interest we can not foster too much, for every line of steamers that sail to a foreign port should be in some way subsidized, either direct or indirect. Export trade can not be built up where there is no line of steamers running at certain fixed dates, but restricted to North and South America and adjacent islands. The old European nations will for a great many years to come have cheaper capital and cheaper labor, and that cheap labor is better drilled into special conditions which makes cheap labor produce still cheaper. Hence, no bargain can be made between us that will result to our advantage. In short, make commercial treaties with all whom we of the United States can excel in manufacturing; make none with those who can excel us. As to authorizing the President alone to negotiate commercial treaties without the advice and consent of the Senate needs consideration. If that is thought to be wise, the law should be carefully drawn and restricted.

R. E. Dietz Company, New York.

2. The line of export trade which we are anxious to develop is tubular lanterns and street lamps.

3. Our foreign trade is at present with the West Indies and South America.

4. We have made determined efforts to build up a foreign trade. With that object in view we have sent travelers to South America with complete lines of samples, and have met with gratifying success except in Mexico, Peru, Chile, and Brazil.

We believe that those countries would provide first-class markets for our goods if the conditions were such as to make it possible to effect reciprocal arrangements.

5. There are many discriminations and obstacles which prevent the extension of our export trade which could be removed. The customs laws in effect in South American countries is the principal, and, we may add, almost the only barrier. In our opinion these could be removed or materially reduced by reenacting the reciprocal law, which was embodied in the tariff act of October 1, 1890.

6. We can not point to any special changes in the tariff acts of the countries to whence our goods are exported. The abrogation of the commercial treaties by the tariff act of August 28, 1894, was a severe

blow to the export trade, and resulted in many changes in the tariff laws of South American countries, as well as the West Indies.

7. The removal or reduction of the duties imposed on our goods by the countries mentioned would increase our export trade fully 100 per cent.

8. We have increased our export trade during the past six years fully 300 per cent.

9. Our export prices are about 10 per cent lower than they were six years ago.

10. Foreign competitors have decided advantages over us in the cost of material and in transportation facilities. They can purchase tin plate cheaper because it can be obtained free of duty. That factor could be removed if the Treasury Department would provide practical regulations for the execution of the drawback law, which authorizes the allowance of drawback of duties paid on materials entering into the manufacture of exported articles. Under the past administration this law was fairly and honestly administered, but under the existing régime at this port the merest technicality has been pounced on as an excuse to deny the payment of the drawback. This is really a very serious consideration in the export trade, because the margin of profit is necessarily so small that it is absolutely essential that we should be placed on the same footing with our foreign competitors in so far as cost of material is concerned.

11. We have no difficulty in competing with foreign manufacturers in so far as quality is concerned. In fact the quality of our goods has sold them, as our prices are about 15 per cent higher than those charged by our foreign competitors.

12. There is no question but that the reciprocity treaties made in pursuance of the tariff act of October 1, 1890, were beneficial to the export trade of the United States, and that their repeal proved a serious blow to many exporting manufacturers. So far as we are concerned their repeal gave Germany a decided advantage over us, especially with Brazil and Mexico. Large contracts have recently been placed in Germany for lanterns and street lamps—more especially the latter—which formerly were awarded to us.

13. We certainly do favor most heartily the application of the reciprocity principle to future tariff legislation, and the enactment of a general law authorizing the President to negotiate reciprocity treaties with both European and American nations so far as possible.

It is now generally acknowledged that the revenue must be raised chiefly in the future from a tariff on imports. This will of course increase the cost of materials used in many branches of manufactures. If the drawback law is fairly and honestly administered under practical regulations in harmony with modern commercial conditions, the tariff on foreign materials will not affect the export trade to any extent worthy of mention.

CLOCKS, WATCHES, FANCY GOODS.

CIRCULAR OF INQUIRY TO MANUFACTURERS.

COMMITTEE ON WAYS AND MEANS,
HOUSE OF REPRESENTATIVES,
Washington, D. C., March 4, 1896.

SIR: In order that they may give more intelligent consideration to pending and proposed legislation, the subcommittee of the Committee on Ways and Means of the House of Representatives in charge of bills relating to reciprocity arrangements and commercial treaties would be greatly obliged if you would forward them, at your earliest convenience, your views and suggestions, and such information as you are able to furnish upon the following points, namely:

1. Give full name and address of firm or company.
2. Lines of manufacture.
3. Amount of capital, number of persons employed, and value of annual product.
4. Do you find your market at home or abroad, and, if both, in what proportion?
5. Do you sell direct to foreign dealers or through commission houses?
6. Have you made any direct effort to extend your foreign trade; and if so, by what means, with what success, and in what countries?
7. Are you aware of any discriminations or obstacles in the laws or customs regulations of any foreign country that restrict or prevent the extension of your trade; and if so, can you suggest any means by which they may be removed?
8. What changes have recently occurred in the tariffs of foreign countries so far as they relate to your lines of manufacture?
9. How far would the removal or reduction of the customs duties imposed by foreign nations upon the merchandise in which you deal aid in the extension of your export trade?
10. What is the output of your establishment compared with that of six years ago?
11. How does the present cost of production compare with that of six years ago; including wages, the cost of raw material, and transportation rates by sea and land?
12. How do present selling prices compare with those of six years ago?
13. What competition do you meet with from foreign manufacturers, and in what markets?
14. What advantages do your foreign competitors have over you in the cost of manufacture and in transportation charges to foreign markets?
15. To what extent can you compete with foreign manufacturers in quality and prices?

16. Has the total product of the United States in your line of manufacture increased or decreased during the last six years?

17. What proportion of the total present and possible output in your lines of manufacture in the United States can be absorbed by the domestic market; and what would be your estimate of the natural surplus for export if all manufacturers in your lines were producing to their full capacity? (The purpose of this inquiry is to secure as accurate an estimate as possible of the necessity for new foreign markets to the manufacturers of the United States.)

18. Was the general effect of the reciprocity treaties made in 1890 favorable or unfavorable to the export trade of the United States, and what was the effect of their repeal?

19. What was the effect upon farm products particularly?

(If your replies to inquiries 17 and 18 are based upon actual experience, please give details as fully as possible.)

20. Do you favor the application of the reciprocity principle to future tariff legislation, and the enactment of a general law authorizing the President to negotiate reciprocity treaties with both European and American nations, so far as possible?

These inquiries have been forwarded to several hundred persons, firms, and corporations who are engaged in the manufacture of various lines of merchandise that enter into the export trade, and the replies are intended for publication with a report which the Committee on Ways and Means will make to the House of Representatives; but, if so desired, any information received will be regarded as confidential. All values should be expressed in United States gold, and all quantities in our weights and measures.

Any suggestions or information of value bearing on these subjects that is not called for by the above inquiries will be appreciated.

I am, sir, your obedient servant,

A. J. HOPKINS, *Chairman.*

REPLIES.

The Ansonia Clock Company, New York.

2. We manufacture clocks and all kinds of bronzes.

3. Our business extends to all parts of the world.

4. We have made efforts to do foreign business. First, by correspondence and catalogues; second, by personal representation with the following countries: We do business in Great Britain, France, Sweden, Norway, Denmark, China, Japan, East Indies, Australia, Brazil, Chile, Argentina, Mexico, Central America, and South Africa.

5. Discrimination or obstacles in the laws and customs regulations exist in many countries. We suffer especially in France, where the commercial treaty with Germany permits German goods to come into competition with ours and be introduced at a much lower rate of duty, and on much more favorable terms.

6. The same obstacle exists in Cuba and other countries.

7. The removal of this discrimination against us would result in a considerable extension of our export trade.

8. The volume of our business for export has not increased, compared with the business done six years ago.

9. The prices at which we sell our goods at present are decidedly lower than those which we obtained six years ago.

10. Foreign competitors have the advantage of cheaper rates of freight, and the advantage also of certain custom-house regulations and duties which permit goods to be introduced into the foreign countries at lower rates than ours.

11. The quality of our goods is far superior to those produced by foreign competitors. The prices of our goods are higher.

13. We most decidedly favor the application of the "reciprocity" principle for future tariff legislation.

The Meriden Bronze Company, New York, N. Y.

1. The Meriden Bronze Company, Meriden, Conn., and 30 Park Place, New York.

2. Lamps, gas fixtures, brass and onyx tables, ornaments, etc.

3. Capital employed, over \$200,000; employees, 175; annual product, \$200,000.

4. Market at home chiefly; possibly 10 per cent abroad.

5. Generally through commission houses for foreign trade.

6. We have sent samples abroad and paid commissions to salesmen for South American and African trade, but with very little success.

7. Our experience with foreign markets is not sufficient to give an intelligent reply.

8. Same answer as No. 7.

9. Same answer as No. 7.

10. About the same.

11. We have been obliged to reduce wages in an effort to sell at home in competition with imported lamps; yet our trade in lamps fell off largely last year, and our net loss for the year was \$10,000, while importers of foreign lamps report a large increase in business and good profits. We can not compete with foreign ornamental lamps at even the present low wages and duties. Cost of material less than six years ago.

12. Selling prices are about half those of six years ago.

13. Killing competition in every market; but we would be satisfied with home market if properly protected.

14. They have the advantage of lower wages, but we do not know about transportation, which is not a serious element in high-priced goods, such as we make.

15. We can compete successfully in quality, but we are obliged to pay higher wages; and, in fact, workmen now receive such low wages in this country that they have no surplus for luxuries, and if paid at foreign rate we doubt if they could live at all; yet we can not do a profitable business now, owing to imported goods being sold here below our cost of production.

16. In fine goods the quantity has decreased, but there is a general tendency to decrease the quality in a vain attempt to compete with foreign goods.

17. In fine goods the home market would absorb far more than is now made if it were not for foreign competition. It would be an object lesson for you to visit New York City and go through the immense stores which sell for foreign manufacturers from sample for importation, and are growing rich thereby. In cheaper goods, where the most improved machinery is employed in turning out quantities, we could supply the world.

18. Favorable, and their repeal cut off a large part of the trade.

19. Anything which lowers wages reduces the laborer's power to buy even farm products, and the farm and garden products are reduced in price and quantity in proportion to the ability of the workmen in neighboring cities to purchase. The farmers about Meriden have suffered in proportion as the employees in the factories in the city have had their wages reduced and labor taken from them by foreign competitors.

20. We do, and we also favor a protective tariff which will enable us to market our fine goods at home and pay fair wages to our employees, with a living profit to ourselves.

It is undoubtedly true that a large part of the depression in business is due to the fact that there is a large army of unemployed workmen in this country, and those who are at work are not properly paid, owing to the low prices and foreign competition. We can expect better times when there is labor for all who are willing to work at wages sufficient to provide the necessities of life and leave them a surplus for some of the luxuries, but until then we can have little hope for a revival of trade.

These answers and remarks may not all of them come directly under the special subject of your inquiry, but nevertheless we feel that there is room for legislation upon the broader grounds suggested, and would be glad to have you interested in securing America for Americans.

Keystone Watch Case Company, Philadelphia, Pa.

2. Manufacturers of watch cases.

3. Capital, \$800,000; now employ about 650 persons; value of annual product, about \$1,000,000.

4. We find our market both at home and abroad; the latter is comparatively small as yet and amounts to only about 5 per cent of our entire business.

5. We sell both direct to foreign dealers and through commission houses.

6. We have made direct efforts to extend our foreign trade upon the Continent of Europe, in South Africa, South America, Central America, Mexico, Canada, Australia, New Zealand, China, and Japan by advertising in the journals which circulate in those countries, by corresponding and sending illustrated catalogues (and in some instances samples) to the dealers in those countries, and by solicitation of salesmen. In only one or two instances have these salesmen represented us solely, nearly always being men who represented several lines of manufactured goods on commission.

As indicated by the small proportion of our sales in foreign countries, we have as yet only met with indifferent success.

7. Mexico exacts a duty of \$7 each upon watch cases which will stand the acid test, consequently our filled cases, that is, cases made with two plates of gold and a plate of composition metal between, and which we guarantee to wear for twenty years and which we sell at about \$10, have to stand the same duty—viz, \$7—that the fine \$50 solid-gold case does; consequently, it is almost impossible for us to do any business in this line of goods, although they are in demand in that country and with a fair proportion of duty could be sold to a large extent.

8. New South Wales has recently been made a free port.

9. We think there is no question but that the removal of customs duties by foreign nations so that our goods could be placed at the lowest possible price with the people of those nations would assist us in finding a market for them.

10. The output of our establishment at the present time is about 60 per cent of what it was six years ago.

11. The present cost of products is slightly decreased as compared with that of six years ago.

12. Selling prices, at this time, are about 10 per cent less than they were six years ago.

13. Our greatest competitors in foreign markets are the manufacturers of Switzerland; we come in contact with them in all foreign countries. We also have the competition of the English manufacturers in Great Britain.

14. Our foreign competitors have great advantage over us in cheaper labor and in cheaper transportation. At this time we are particularly handicapped in our endeavor to find a market in China and Japan because a clause of the interstate act forbids railroads from taking gold or silver watches as freight. We are, therefore, forced to ship across the country by express, and as the express business is controlled by Wells, Fargo & Co., we are forced to pay very high rates. Only a few days since we had to pay \$38.10 expressage upon a package to Japan which would have been carried as freight for \$3.50. We could send these shipments via Liverpool very much cheaper, but the greater length of time required is prohibitive.

15. We have no trouble at all in competing with foreign manufacturers as to quality, but, owing to cheaper labor and transportation, they are enabled to undersell us.

16. The total product in our line of business began decreasing in 1893, and at the present time is not more than 60 per cent of what it was prior to 1893.

17. At the present time not more than 60 per cent of the possible output of watches can be absorbed in this market. Consequently, if all manufacturers were now producing to their full capacity at least 40 per cent of their output would have to find a market elsewhere.

18. We noticed in two or three instances, after the arranging of the reciprocity treaties, that there was a general tendency toward more universal and closer relations with some countries, and a desire on the part of the merchants of those countries to do business with the United States. That tendency seems to have been checked, and we attribute it to the repeal of the treaties.

20. We answer, most emphatically, yes.

FURNITURE, PIANOS, AND ORGANS.

CIRCULAR OF INQUIRY TO MANUFACTURERS.

COMMITTEE ON WAYS AND MEANS,
HOUSE OF REPRESENTATIVES,
Washington, D. C., March 4, 1896.

SIR: In order that they may give more intelligent consideration to pending and proposed legislation, the subcommittee of the Committee on Ways and Means of the House of Representatives in charge of bills relating to reciprocity arrangements and commercial treaties would be greatly obliged if you would forward them, at your earliest convenience, your views and suggestions, and such information as you are able to furnish upon the following points, namely:

1. Give full name and address of firm or company.
2. Lines of manufacture.
3. Amount of capital, number of persons employed, and value of annual product.
4. Do you find your market at home or abroad, and, if both, in what proportion?
5. Do you sell direct to foreign dealers or through commission houses?
6. Have you made any direct effort to extend your foreign trade; and if so, by what means, with what success, and in what countries?
7. Are you aware of any discriminations or obstacles in the laws or customs regulations of any foreign country that restrict or prevent the extension of your trade; and if so, can you suggest any means by which they may be removed?
8. What changes have recently occurred in the tariffs of foreign countries so far as they relate to your lines of manufacture?
9. How far would the removal or reduction of the customs duties imposed by foreign nations upon the merchandise in which you deal aid in the extension of your export trade?
10. What is the output of your establishment compared with that of six years ago?
11. How does the present cost of production compare with that of six years ago; including wages, the cost of raw material, and transportation rates by sea and land?
12. How do present selling prices compare with those of six years ago?
13. What competition do you meet with from foreign manufacturers, and in what markets?
14. What advantages do your foreign competitors have over you in the cost of manufacture and in transportation charges to foreign markets?
15. To what extent can you compete with foreign manufacturers in quality and prices?
16. Has the total product of the United States in your line of manufacture increased or decreased during the last six years?

17. What proportion of the total present and possible output in your lines of manufacture in the United States can be absorbed by the domestic market; and what would be your estimate of the natural surplus for export if all manufacturers in your lines were producing to their full capacity? (The purpose of this inquiry is to secure as accurate an estimate as possible of the necessity for new foreign markets to the manufacturers of the United States.)

18. Was the general effect of the reciprocity treaties made in 1890 favorable or unfavorable to the export trade of the United States, and what was the effect of their repeal?

19. What was the effect upon farm products particularly?

(If your replies to inquiries 17 and 18 are based upon actual experience, please give details as fully as possible.)

20. Do you favor the application of the reciprocity principle to future tariff legislation, and the enactment of a general law authorizing the President to negotiate reciprocity treaties with both European and American nations, so far as possible?

These inquiries have been forwarded to several hundred persons, firms, and corporations who are engaged in the manufacture of various lines of merchandise that enter into the export trade, and the replies are intended for publication with a report which the Committee on Ways and Means will make to the House of Representatives; but, if so desired, any information received will be regarded as confidential. All values should be expressed in United States gold, and all quantities in our weights and measures.

Any suggestions or information of value bearing on these subjects that is not called for by the above inquiries will be appreciated.

I am, sir, your obedient servant,

A. J. HOPKINS, *Chairman.*

REPLIES.

W. W. Kimball Company, Pianos and Organs, Chicago.

1. Firm name, "W. W. Kimball Company." Incorporated under the laws of the State of Illinois.

2. Manufacturers of pianos, and reed, portable, and stationary pipe organs.

3. Amount of capital stock invested, \$2,750,000; number of persons employed, 1,400.

4. Practically all our trade is home market.

5. What we sell abroad is sold direct from our Chicago office, and not through commission houses.

6. We have not made any special effort to extend our trade abroad.

10. The output of our factories for 1896 will be 8,000 pianos and 12,000 organs. We can not estimate it as compared with six years ago, as at that time we were making but very few pianos.

11. The cost of production at the present time in our shops is possibly a little less than six years ago on account of improved machinery.

12. Our selling prices are a little less now than six years ago, not because we can afford it, but owing to the depressed condition of the country we are obliged to make a sacrifice so as to work off our stock and try and keep our men at work.

13. We do not experience any difficulty in meeting competition, either at home or abroad.

16. The product in our line, taking pianos and organs together, we do not think has increased any during the past six years. From 1889 to 1892 the trade materially increased. From 1892 to the present time there has been a large decrease.

18. The reciprocity treaties of 1890, in our judgment, were very favorable to the United States, and should not have been repealed.

19. Any enactments that effect the general prosperity of the country must have a like effect on the farmer; hence depression in manufacturing lines means depression for the farmer.

J. Dornette & Bro., Cincinnati.

2. Manufacturers of desks and office furniture.

3. England, Africa, Australia, Central and South America.

4. We have made different efforts to extend our foreign trade—through advertising, through export commission houses, and mostly by correspondence. We have had good success, and feel well pleased.

5. We know nothing regarding any obstacles or discriminations in laws or customs regulations of any foreign countries, and should like to be better posted, if any exist. All we know is that some countries have too high duty, thus barring us out.

6. In answer to question 6, we are not aware of any recent changes in tariffs of foreign countries.

7. By the removal or reduction of the customs duty imposed by Germany, Holland, Belgium, etc., we could undoubtedly increase our sales in those countries.

8. Six years ago we did very little export, and to-day we export 50 per cent of our manufacture.

9. The present selling prices in domestic goods are much less than six years ago, but our export prices have changed but very little.

10. Our foreign competitors have no advantage only in labor. They desire American walnut and oak, and therefore demand our goods.

We have no competition with foreign merchants, and the only drawback we have is the competition we have with American manufacturers who wish to get a start there.

In answer to question 12, can say we are ignorant of the fact appertaining to this and can not answer you on this.

To question 13 we must answer "yes," to our good; but would be detrimental to others.

We have further to state that there is a great demand for American goods in foreign countries, and if the trade desired is solicited in the right way and we Americans give them good, honest goods, we are bound to do a good business and with an increase every year. For the last three years we have run our factory full time and full force, and export trade did it.

Mason & Hamlin Company, pianos and organs.

3. About \$800,000. Four hundred persons employed. Annual product, about \$1,000,000 per catalogue price.

4. Both foreign and domestic. Say, one-fourth foreign; balance domestic.

5. Both through dealers and commission houses.

6. Yes; by travelers in Canada, European countries, South America, and Mexico, with fair success.
 7. Yes; Canada, France, Mexico, etc.
 8. Do not know of any.
 9. Would be a great benefit.
 10. About four-fifths.
 11. About the same.
 12. About the same.
 13. English and German. In Europe, Canada, Mexico, South America, Dutch and English colonies.
 14. Goods cost 30 to 40 per cent less.
 15. Compete successfully in quality, but can not in prices.
 16. Organs about 25 per cent less. Pianos materially increased.
 17. (a) Three-fourths, and perhaps more. (b) One-fourth.
 18. Treaties favorable. Repeal of treaties unfavorable.
 19. Not in our line. Do not know.
 20. Yes, most heartily.
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M. and M. Box Company, Marinette, Wis.

1. Marinette and Menominee Box Company.
 2. Box shooks (boxes in the knockdown).
 3. Capital, \$50,000. Employ 100 men. Annual product, \$150,000.
 4. Three-fourths in United States, one-fourth in southern Republics.
 5. Direct to consumers.
 6. Yes.
 7. No.
 8. None.
 9. Can not tell. An extended trade in other lines with South America and Australia, with cheap transportation, would give us some business.
 10. About the same.
 11. About the same.
 12. About 8 per cent less.
 13. Canadian and Norwegian in Europe; Canadian in Eastern States.
 14. Lower wages, cheaper lumber, quicker means of transportation.
 15. Our quality the best; our prices a little higher.
 16. Increased.
 17. Capacity to produce in United States is 50 per cent more than requirements. Could produce for export \$10,000,000 to \$40,000,000 worth.
 18. No change noticed.
- We respectfully suggest that any change in tariff that allowed Canadian box shooks free into this country would close half the factories in our line. We estimate there are over 200 factories, employing 25,000 men only to cut lumber into shooks, to say nothing of those employed to produce the lumber, nails, twine, etc.
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Story & Clark Piano and Organ Company, Chicago, Ill.

2. Pianos and organs.
3. Capital, \$450,000. People employed, 300. Annual product \$375,000.
4. Two-thirds at home; one-third abroad.

5. Have own house in London, through which we supply foreign dealers. Shipping facilities can only be had from Great Britain to many places in the world.

6. Our foreign markets are Germany, Russia, Sweden, Australia, New Zealand, and Great Britain.

7. Many countries, like Mexico, have what amounts to prohibitive tariffs. Can be removed only by reciprocal arrangements.

9. It would aid materially; probably double our foreign trade.

10. About one-half.

11. About 35 per cent less.

12. Forty per cent less.

13. Canada, England, Germany, France. Only in foreign markets.

14. Cheaper labor and established lines of transportation.

15. By superior quality only.

16. Decreased.

17. Perhaps one-third or one-half in the present depressed state of the country. Twice the present output could be made for export alone without increasing present capacity.

18. Favorable. The effect of their repeal was injurious.

19. Disastrous, without doubt.

20. We do, most decidedly.

The Standard Sewing Machine Company, Cleveland, Ohio.

2. We manufacture and sell sewing machines and their parts.

3. We have dealings with nearly all foreign countries.

4. Our dealings are through our export agent in New York City.

5. We are particularly hampered in Canada on account of duties.

The only suggestion we can make is to have the laws repealed.

6. We are not aware of any recent changes to affect us.

7. The removal of duties on importations to foreign countries would largely increase our trade.

8. Our export business for 1895 was 376 per cent more than six years ago.

9. Our export selling prices are the same as six years ago.

10. We have no data from which to base an estimate.

11. The quality of our production is far better than any foreign manufacture, and we can get a higher price; but as the difference in our cost and that at which European nations, notably German, can produce machines is so great, it is difficult for us to work up a large trade at the increased price we are obliged to ask, notwithstanding the superior quality of the goods.

12. The reciprocity treaty of 1890 made very little difference with our trade with South America, as it was mostly under contract, and the laws were not in effect long enough to give us an opportunity to test the ultimate effect upon the trade. We wish, however, to be understood as most emphatic advocates of reciprocity laws with other American States.

13. We would have reciprocity treaties apply only to American countries, for the reason that labor in our line of manufacture is so much cheaper in Europe that it would effect a radical decrease in the wages that we are enabled to pay or close our shops. This difficulty would not be met with in any of our American countries, especially those to the south of us.

The Globe Company, Cincinnati.

2. Business furniture, filing cabinets, office desks, furniture, etc.

3. We do some little business with England; also with Mexico, and occasionally with other countries.

4. Have made no direct effort to extend our foreign trade until recently. We now have negotiations pending for a connection in London, and have also joined with some other parties in a joint representation in Mexico. It is still too early to judge of results.

5. There are two obstacles that restrict the extension of our trade in foreign countries, one being the customs duties and the other being the lack of steamship and sailing-vessel service that I am informed other countries enjoy. As means of removing them, I would like to see reciprocity treaties established and steamship lines encouraged by subsidies.

6. The abrogation of reciprocity treaties in several countries have undoubtedly cut off some of our trade.

7. The removal or reduction of customs duties on goods of our manufacture would certainly be of aid, and would make export business easy in a number of foreign countries.

8. The volume of our business is more than double that of six years ago.

9. Our selling prices are probably 25 per cent lower than six years ago.

10. Our foreign competitors have great advantages in cost of transportation to foreign markets, but in no other respect, unless they are favored nations. Their cost may be lower than ours, but the quality and style do not compare, and our goods would readily sell at fair value if the obstacles of tariff and excessive cost of transportation and poor facilities were corrected.

11. We can readily compete with foreign merchants in quality and prices.

12. The general effect of the reciprocity treaties made in 1890 were highly favorable, and their repeal was a sad disaster to foreign trade.

13. We do favor the application of the reciprocity principle to future tariff legislation, and the enactment of a general law as mentioned.

I fail to see how there could be any doubt or room for argument on question No. 13.

White Sewing Machine Company, Cleveland, Ohio.

2. Sewing machines.

3. With nearly all civilized foreign countries.

4. Our efforts to extend foreign trade have embraced the establishing by us of a wholesale agency in London, with the continent of Europe as its field. On this account we are unable, without correspondence with our office there, to furnish much detailed information as to tariff duties or other hindrances to traffic with many of the European states. Our direct dealings from the home office extend to South America, Mexico, Australia, New Zealand, Canada, and the British Provinces. These countries we reach through special traveling representatives, who solicit trade within their boundaries and under usual methods of commercial travelers.

5. While there are duties and some slightly discriminating features of trade with some of the South American states, they are not sufficient,

so far as they affect our line of business, to be especially objectionable to us, or act as a material hindrance to our representation. Canada is an exception. The tariff laws of Canada act in nearly a prohibitive manner to our business.

6. No recent changes have occurred, with which we are familiar, to materially affect us.

7. A removal or reduction of custom duties in any direction where they now exist would, undoubtedly, aid us in the extension of our export trade.

8. The volume of our business, as compared with that of six years ago, is materially larger.

9. Selling prices have been unchanged for six years.

10. Foreign competitors have their main advantage over us through their being able to secure the services of labor more cheaply, their superior shipping facilities, and in the cost of transportation to foreign markets.

11. We excel foreign producers in quality, and their advantage in the matter of prices arises, in our judgment and experience, from the causes last mentioned.

12. We can not state any marked favorable or unfavorable results as the effect of the reciprocity treaties of 1890, but we are strongly in favor of the application of a reciprocity principle and in the enactment of a law authorizing the President to negotiate reciprocity treaties with both European and American nations. It is possible that we have already been benefited much more than we are appreciating.

CARS, VEHICLES, ETC.

CIRCULAR OF INQUIRY TO MANUFACTURERS.

COMMITTEE ON WAYS AND MEANS,
HOUSE OF REPRESENTATIVES,
Washington, D. C., March 4, 1896.

SIR: In order that they may give more intelligent consideration to pending and proposed legislation, the subcommittee of the Committee on Ways and Means of the House of Representatives in charge of bills relating to reciprocity arrangements and commercial treaties would be greatly obliged if you would forward them, at your earliest convenience, your views and suggestions, and such information as you are able to furnish upon the following points, namely:

1. Give full name and address of firm or company.
2. Lines of manufacture.
3. Amount of capital, number of persons employed, and value of annual product.
4. Do you find your market at home or abroad, and, if both, in what proportion?
5. Do you sell direct to foreign dealers or through commission houses?
6. Have you made any direct effort to extend your foreign trade; and if so, by what means, with what success, and in what countries?
7. Are you aware of any discriminations or obstacles in the laws or customs regulations of any foreign country that restrict or prevent the extension of your trade; and if so, can you suggest any means by which they may be removed?
8. What changes have recently occurred in the tariffs of foreign countries so far as they relate to your lines of manufacture?
9. How far would the removal or reduction of the customs duties imposed by foreign nations upon the merchandise in which you deal aid in the extension of your export trade?
10. What is the output of your establishment compared with that of six years ago?
11. How does the present cost of production compare with that of six years ago; including wages, the cost of raw material, and transportation rates by sea and land?
12. How do present selling prices compare with those of six years ago?
13. What competition do you meet with from foreign manufacturers, and in what markets?
14. What advantages do your foreign competitors have over you in the cost of manufacture and in transportation charges to foreign markets?
15. To what extent can you compete with foreign manufacturers in quality and prices?

16. Has the total product of the United States in your line of manufacture increased or decreased during the last six years?

17. What proportion of the total present and possible output in your lines of manufacture in the United States can be absorbed by the domestic market; and what would be your estimate of the natural surplus for export if all manufacturers in your lines were producing to their full capacity? (The purpose of this inquiry is to secure as accurate an estimate as possible of the necessity for new foreign markets to the manufacturers of the United States.)

18. Was the general effect of the reciprocity treaties made in 1890 favorable or unfavorable to the export trade of the United States, and what was the effect of their repeal?

19. What was the effect upon farm products particularly?

(If your replies to inquiries 17 and 18 are based upon actual experience, please give details as fully as possible.)

20. Do you favor the application of the reciprocity principle to future tariff legislation, and the enactment of a general law authorizing the President to negotiate reciprocity treaties with both European and American nations, so far as possible?

Those inquiries have been forwarded to several hundred persons, firms, and corporations who are engaged in the manufacture of various lines of merchandise that enter into the export trade, and the replies are intended for publication with a report which the Committee on Ways and Means will make to the House of Representatives; but, if so desired, any information received will be regarded as confidential. All values should be expressed in United States gold, and all quantities in our weights and measures.

Any suggestions or information of value bearing on these subjects that is not called for by the above inquiries will be appreciated.

I am, sir, your obedient servant,

A. J. HOPKINS, *Chairman.*

REPLIES.

The Wells and French Company, Chicago, Ill.

The subject of the circular sent out by your committee on March 4 is of such great importance to this country that I ask permission to express an opinion, which is by way of fuller explanation of the subject and not an answer to any of the interrogatories made by your committee.

You will receive so much more definite and important information on the subject of exportation of our manufactures, that I have only one idea to suggest in connection therewith, which may prove interesting enough to carry some weight with you, namely: Our country has a manufacturing capacity at present which largely exceeds its own requirements. The result of this condition of affairs is that we have constant changes in values and "ups and downs" in the life of the manufacturer. Dependent upon the conditions of our own consumption, we have no stability of prices and no certainty of a return for the work done. We have either very exaggerated prices or such that will not remunerate the manufacturer.

The question is how to provide for this state of affairs, and relieve the country of any glut which may arise from unfavorable internal conditions. There is one way out of this difficulty, in my humble opinion,

namely, to provide a dumping ground for the excess of our manufacture beyond our needs. This provided, we should have a more equal condition of prices and a proper compensation for work done in this country. This dumping ground is made use of by Europe in foreign countries, and its value is fully understood by English, German, and French manufacturers.

If our Government were to provide for a liberal extension of our foreign business, encouraging it and propagating it—as you know much better how to accomplish than I could suggest—we would have a steadier and more stable growth of our manufactures. Too great a variation of prices will unsettle the commerce of any country, as has been illustrated better in the last twelve months than ever before. Provide for an overflow, and the contents of a vessel will be comparatively quiet.

The questions now discussed by the National Association of Manufacturers, and suggested by your circular, are of such great importance that I trust your associates will see the necessity of some determined and systematic action to accomplish what is required for this country.

I will proceed to answer categorically your various interrogatories.

1. The Wells and French Company.
2. Manufacturers of all kinds of freight cars, street-railway cars, cast wheels, and combination bridges.
3. Do not trade with foreign countries.
4. Have not made any direct effort to extend foreign trade, for the following reasons:

Competition with Central American and South American States, as well as with China and Japan, would be difficult, owing to the relations now established by European countries. The difficulty is also enhanced by the absence of proper transportation facilities. Being situated in the interior of the country, we could probably overcome the cost of transportation to the seaboard, but this would avail nothing, because the facilities for transportation from the seaboard to the foreign countries is limited and unsatisfactory, compared with the opportunities offered by the European States. To ship to the Pacific Coast, where abundant transportation facilities exist for China and Japan, would be impossible, owing to the exorbitant rate of freight from Chicago to the Pacific Coast by rail. Our natural route should be via New Orleans and through a canal between the two hemispheres, thence further west.

5. I am not aware of any discriminations or obstacles in the laws or custom regulations of any country that restrict or prevent the extension of our trade. Impediments will naturally exist wherever the intercourse between countries is small. This friction can only be overcome by an extension of business.

6. Unable to answer the question.

7. Can not answer. Almost all railroad enterprises which involve our manufacture are receiving special legislation in the countries where they are located, and are generally exempt from payment of any duty on steel and rolling stock for the construction and operation of railroads.

8. Volume of our business is exceptional. Our company is the only one which has been running continually since last October to its full capacity. (This refers to car works.)

9. Selling prices are about 50 per cent less than those of six years ago.

10. Question is too difficult to answer, concerning cost of merchandise as regards foreign competitors. Transportation charges are already referred to in a former answer. The lack of direct lines from the ports is the principal cause.

11. We can compete with any country in quality and prices; would be prepared to make more specific answer to this if desired.

12. Having had but little experience in export trade, this question can only be answered in a general way; believe that reciprocity treaties, particularly with southern countries, would be beneficial.

13. Would favor the application of the reciprocity principle to future tariff legislation, and the enactment of a general law authorizing the President to negotiate reciprocity treaties, with American nations in particular.

Brownell Car Company, St. Louis, Mo.

Our location, so far from the seaboard, practically prevents us from successfully competing for foreign business with firms more favorably located, so we do not feel a direct interest in the subject; but as a general proposition, and in answer to the twentieth inquiry, we would say that we do favor the application of the reciprocity principles and the enactment of a general law authorizing the President to negotiate reciprocity principles.

We believe that policy, if carried out, will have a tendency to increase the manufacturing, agricultural, and other interests of this country, and that in turn will tend to develop and enlarge our cities, which in turn will require more street cars, and so indirectly benefit our own business.

Any legislation that will tend to develop the resources of this country, in our opinion, can not fail to be beneficial and desirable.

The Norton Door-Check and Spring Company, Boston.

The only article I manufacture is a door-check, and these are sold through an agent in London, who distributes throughout the Continent. I do not know the details of his business excepting in a general way, and in answer to your question 4 I will say that my foreign market is about as large as the one in this country. Incidentally, I have heard my agent say that the discrimination in France against articles, finished in nickel plate amounts to an entire prohibition of our goods in that market, as most of our product is finished in this manner.

The output of our establishment is about the same as it was six years ago, and the cost of production has varied very little in that time. The selling prices are lower, but that is in consequence of competition.

The Muncie Wheel Company, Muncie, Ind.

2. Vehicles, wheels, and wheel materials.
3. Sixty-four thousand dollars; 100 persons; \$125,000.
4. At home only.
5. Do not solicit foreign trade.
6. No.
7. None.
8. No.
9. None.
10. We are only five years old.
11. Twenty-five per cent less than five years ago.

12. Twenty-five per cent less.
13. None.
14. Have no foreign competition.
15. Foreigners do not use our style of goods to any extent.
16. Not much change.
17. Fifty per cent.
- 18 and 19. Can not answer them from actual experience.
20. We favor these.

Chattanooga Car and Foundry Company.

2. Railway freight cars, car wheels, mine and plantation cars, and a general line of foundry work.

3. One hundred thousand dollars; from 100 to 250 employees; from \$100,000 to \$200,000.

4. At home.

5. Do not sell outside United States.

10. Only about one-half.

11. Material is cheaper and wages lower, perhaps 25 per cent on an average. Transportation about the same.

12. Considerably lower; market unsteady; no ruling prices; cuts are made to keep business going, even at a loss.

13. No foreign competition.

14. Cheaper labor; cheap transportation, to reach coast cities.

15. Foreign goods in my line do not reach this territory.

16. Have seen no late statistics.

17. Demand off, until many works are idle.

18. Reciprocity of 1890 was favorable to export trade, creating a demand, and repeal of treaties has disturbed credit with foreign countries; in other words, our nation repudiated its obligations without negotiation or consent of other parties.

19. Statistics show a large falling off in the demands for products of the farm since the repeal of reciprocity.

20. Yes; the reciprocity clause of the McKinley law of 1890 was a "stem-winder," so to speak; the principle embodied in that reciprocity was first-class.

The Tricycle Manufacturing Company, Springfield, Ohio.

We do most emphatically "favor the application of the reciprocity principle to future tariff legislation."

Columbus Buggy Company, Columbus, Ohio.

I received your invitation to be present at a hearing of your committee upon the subject of reciprocity and commercial treaties. The industry that I am most largely connected with is that of the manufacture of carriages and vehicles. The raw material and the manufactured articles that enter into the construction of vehicles are all produced in the United States. The average number of persons employed, when business is in its normal condition, is about 1,500, and the annual product averages, including carriages, wagons, and carts, 1,250,000 vehi-

cles, amounting to \$125,000,000. The market for our manufactured product is both at home and abroad. About 90 per cent of it is at home and 10 per cent abroad. Export sales are made through commission houses and direct to foreign dealers. We are and have been continually making efforts to extend foreign trade by correspondence, liberal advertising, and through traveling representatives. The foreign trade has been largely in the Latin nations, and England, Germany, Belgium, and South Africa. The output of our establishments has been curtailed about 25 per cent compared with what it was six years ago. The cost of the production of the articles manufactured by same comparison, both in wages and material, is some less, but the selling price is correspondingly much less. The total present and possible output of the vehicles manufactured could be absorbed by the domestic market if the demand and price of farm products and commodities of all kinds would assume normal conditions. The general effects of the reciprocity treaty made in 1890 certainly were favorable to the export trade of the United States. The results of their repeal have been to kill in its infancy a new trade that had just been established before it had been properly tested or appreciated by the nations that had entered into a reciprocal treaty with the United States. I favor the application of reciprocity principles to all future tariff legislation. The benefit of reciprocity to our industry may not be materially affected directly, but indirectly it will, by furnishing a better market for the American products.

There is no reason why this country should not furnish Cuba and the Latin-American nations with all of their coal, meats, cereals, breadstuffs, machinery, and manufactured articles that they do not produce, in payment for our coffee, sugar, molasses, hides, and other articles that we purchase. If the reciprocal arrangements made in 1890 had not increased our trade and decreased foreign trade, the chambers of commerce of Great Britain and all the other principal cities of Europe would not have petitioned their governments to place them in position where they could compete with this new American competitor. All Europe hate American competition and will do all they can, by every means in their power, to prevent America from extending her commerce to the other nations of the world.

The statistics showing the increase of our foreign trade with the Latin and other nations that had commercial treaties with the United States for a few short months, and the decrease in the exports to those same countries from European countries, demonstrate the benefit to be derived by having reciprocal agreements. The resources of the United States are greater than those of any other nation, and our prosperity should be correspondingly greater. Reciprocity is nothing more nor less than a business proposition. We are not unlike other nations; each aims to sell her manufactured products or her surplus in those countries where she can get the highest prices; on the other hand buys her commodities in countries where she can buy them the cheapest or to the best advantage.

There are certain necessities of life that even with all the diversified resources and climate of the United States we do not and can not produce, and we are obliged to go to other countries for them.

We are a nation of coffee and tea drinkers and consume a great quantity of these commodities, also far more sugar, molasses, hides, and many other articles, than we can produce; on the other hand, we produce in this country meats, cereals, and breadstuffs, coal, minerals, and numerous manufactured articles that other countries can not or do not produce. Reciprocal arrangements should be made with all of

these countries. The Government should, through her ministers, consuls, or even through paid agents sent into foreign countries, endeavor to create a larger demand for American products in those countries. The Government should make the best commercial bargains for the exchange of commodities possible, so that the articles we are compelled to import may be paid for in articles we can export. It will be infinitely better to thus enlarge our production and create greater prosperity in this country than to send our gold direct to Europe to be deposited to the credit of these countries to make purchases of their supplies that they should buy from us.

The wealth of a nation is increased by the products that come from the soil and the mines by taking the raw material and adding to it the skill of human labor and making it more valuable. This being the source and the only source from which we gather our wealth, it is the duty of the legislative powers of this country to legislate in such a way as to develop and foster these industries above all others, for when the husbandmen find a ready market and obtain good prices for their wool, pork, beef, grain, hay, and products of the soil, and the mines produce minerals profitably, then the blast furnaces and rolling and steel mills, iron industries, and manufactories of all kinds will be working full time, labor will be in demand, and all lines of business will flourish and be prosperous. It is our duty to elevate the laborer. We are a nation of laborers, and it is the duty of the lawmaking power to bring about such legislation as will keep all of our laborers steadily employed, and throw around labor such protection as will shield it from idlers and nonproducing usurers. One of the great difficulties at the present time is there are too many idlers, too many gamblers, and too many loafers who, through syndicates, trusts, and legislation favorable to them, are enabled to subsist upon the products of labor. We should favor all organizations that call men together by kindred sympathies, which lift them up and make them better. On account of stagnation and depressed conditions of business, there are to-day millions of idle workmen in this great country and many more millions that are sparsely fed and clothed, all of whom could find ready and profitable employment if the producers of this country could find ready and profitable markets for their products. The Government has each year aimed to encourage immigration to the West by throwing open to the people Indian lands and reservations. When the husbandmen are compelled to sell their product at what it actually costs to produce it, or at a loss, there is very little encouragement in the direction of developing new territory.

After making the best bargain for the introduction of our goods into foreign countries in payment for the goods we are compelled to buy from those countries, it is the duty of the Government of the United States to improve our merchant marine so that the products that are produced in this country can be carried to foreign ports in home-built American bottoms and under the Stars and Stripes. Other nations have subsidized their merchant marines through the disguise of carrying the mails. France pays 16 cents per barrel bounty upon each barrel of flour that it sends into some of the foreign countries. Russia, Germany, England, France, and all other nations legislate for the best interests of their people, and are taking care of themselves. It is the duty of Congress to look out for America, and give us such legislation as will be for the benefit of the greatest number of our people.

The last Congress, if it had deliberately set about to cripple and destroy the industries of this country, could not have done it more

effectually. They said that "reciprocity was a sham," and made a general crusade against industries, which has resulted in a great loss of trade. They even went so far as to try to destroy our navy and merchant marine by vetoing and opposing all appropriations to be used for this purpose. The Government has recently made some little show in attempting to improve our navy and merchant marine by building a few new vessels, but when we see the comparatively few vessels that are sailing upon the ocean under the Stars and Stripes, carrying our product, as compared to those of foreign countries, the situation is appalling. It is a well-known fact that merchant marine vessels that have been built by foreign countries have been constructed with their decks strengthened so that they can, at a very little expense and in a very short time, be changed from marine vessels to navy vessels, and it is high time that this Government was waking up to some of these facts and improving our merchant marine in a substantial way.

I come from the birthplace of the Republican party. The first Republican convention that was ever held in the United States was held in the Town Street Methodist Church at Columbus, Ohio, July 13, 1855, and was presided over by the Hon. John Sherman, now Senator from our State. The Republican party in all of its past history has been a progressive party, and the manufacturers, business men, laboring men, and farmers, who feel the depressed condition that now hangs over this once prosperous country, are looking to that party for relief, and it is through proper reciprocal treaties with other nations that they expect in some measure to obtain it.

The Republican party, in her platform at Minneapolis, declared, among other things, that she was in favor of reciprocity, and the people of this country are looking to that party to redeem this as well as all other pledges which she made at that time. They will expect the legislative power that is now in control of the Government to enact such legislation as will open up reciprocal treaties and reestablish those treaties with all the foreign countries that had once entered into them with us, as well as with China, Japan, and many other nations. It has been said by some of the Members of the House that it will do no good to pass a reciprocal law in the House because it will not pass the Senate, and others have said that if it passed the Senate it would be vetoed by the President. That is a very poor excuse for declining to pass a bill of that kind now. The Representatives of the House have been elected fresh from the people and in their platform in every Congressional district throughout the United States there was a pledge made to the people that one thing among others the Republican party would do would be to endeavor to restore the reciprocal relations between all other nations as far as possible; and the people took them at their word. They carried out their portion of the contract and they now come to you and ask you to fulfill yours. Look at the great change that has taken place in the personnel of the House between the Fifty-third and Fifty-fourth Congresses, and you ask why? There is only one answer, one reply, as to why so many of the great statesmen who were so prominent in the last Congress have not been returned to this, and that is because they violated their obligations to the people and failed to keep their promises. Some of them became so muddled that they really forgot who the people were that sent them to Washington; they legislated so earnestly in the interests of Great Britain that Congress had no sooner adjourned than they took the first ocean steamers to report to their dukes, lords, and the Cobden Club to receive encomiums at their hands, to be wine and dined and feasted, and the result

has been that they have now had two years—and will have many more—to look after their long-neglected business interests at home. The people have sent other representatives here in their stead, and the time has come for you to act, and the time is short. Even if it should be impossible to get such legislation through the Senate, or if it should not meet the approval of the President of the United States, it is your duty to show to the people your good faith in trying to bring about the legislation that the people want and believe is for the best interests of the masses, and then, but not till then, will you have done your whole duty.

The last Republican Administration did a great deal to expand commercial relations between the United States and foreign countries; they most effectually did away with the humbug of keeping American meats out of foreign ports on the subterfuge that they were diseased.

There are 5,000,000 farmers in the United States, and with their families and laborers they make up nearly half of its population, and a large proportion of the remainder are manufacturers and laboring men. The interests of these classes are identical, and I want to say to you, gentlemen, that if the legislation of this country is derogatory to their interests and more favorable to others, it is only a question of time when they will get their heads together and confer upon these matters, and if the time ever does come and they agree upon a policy and put forth their combined efforts for what will be to the best interests of the masses instead of the classes, they will control the legislation of this country, either with or without the money power and syndicates of both Europe and America. One reason why this subject and many others are being so thoroughly discussed to-day is because of the unrest and dissatisfaction and disgust of the people all over the world in all lines of industries and in all avenues of life. There is something wrong, and it is my judgment and my firm belief that this question of reciprocity is only one cause, and that a very small part, for the evils and difficulties that exist; and I hope that some day, in the not far distant future, the bankers, manufacturers, business men, farmers, and wage workers of this country will be invited to Washington to appear before a committee upon the most vital and all-important question before the world, and that is, the financial question; and, if I may be pardoned, I wish to say just one word in closing, that is, that that question must be taken up very speedily, and something done to stop the continuous squeezing and declining prices of commodities of all kinds, and the evil remedied that has caused all this great depression, stagnation, and strangulation; relief and stability of prices must be established, which can only be done by protection, reciprocity, and the restoration of silver to its former position among the money metals of the world.

The Republican party came into existence because of the oppression of the weak at the hands of the rich and powerful, and by its right and might swept slavery from the land. If now, untrue to its early principles, it abandons the 60,000,000 of people suffering under bondage because of unjust legislation in the interest of the classes instead of the masses, its mission will be ended and its doom sealed. Another party will spring into existence, another Lincoln will arise, and the people will march under his banner to liberty and prosperity.

Many of our great statesmen who occupy seats in the halls of Congress to-day will be no more, and the epitaphs on their tombstones will relate that they violated their pledges to the people, were unfaithful to the trust imposed in them, and that they bowed down to trusts and syndicates and worshiped the "golden calf" instead of practicing the "golden rule."

The T. T. Haydock Carriage Company, Cincinnati, Ohio.

2. The manufacture of light vehicles.
 3. South America, South Africa, Central America, Turkey, Australia, Mexico.
 4. Yes; with South America, by mailing catalogues direct on a list of dealers we had, but with poor success; at least we could not see any direct results.
 5. We are not aware of any.
 6. Most of our export business being done through New York exporters, we have not kept track of the tariffs.
 7. This we also leave for the direct exporter to answer.
 8. Our export business has not exceeded \$5,000 per annum any year.
 9. Prices somewhat less; material has also been reduced.
 10. None that we know of, as we don't believe that any other foreign market produces vehicles and gives as much for the money as Cincinnati manufacturers.
 13. Yes.
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The Dash and Carriage Goods Company, Cincinnati, Ohio.

2. Manufacturers of carriage trimmings.
 3. Have orders in small quantities from South Africa, Australia, New Zealand, and Venezuela.
 4. Yes; principally by advertising in publications of New York and Boston commission houses, in the countries named, and other South American States; success quite limited.
 5. We are not. Our information is too limited to give an intelligent answer.
 6. We do not know.
 7. We do not know.
 8. About 20 per cent more.
 9. Some of our products are higher, others lower, due, we think, more to local causes.
 10. We do not know.
 11. So far as our knowledge extends, we have in foreign countries no competition which we are not fully able to meet successfully.
 12. We can only state from observation, bearing upon our business indirectly only, that under the treaties of reciprocity the export trade of this country was decidedly increased and vitalized, our goods being represented mainly in the export of carriages in a finished state, rather than exported for use in carriage construction abroad. We think the repeal of these treaties materially curtailed the export trade in carriages.
 13. We do most emphatically. Protection with reciprocity will give a wonderful impetus and development to exports and extension of trade relations with foreign countries.
- We have stated that our volume of trade has increased the past six years, which can be fully accounted for by the domestic growth of the carriage trade in a country that progresses in spite of untoward conditions and whose necessities are naturally increasing.

Sheffield Car Company, Three Rivers, Mich.

Answering your communication of March 4, which pressure of other matters has delayed, would say that the work of this company is confined to light cars; this covers cars for railway repair work, such as hand cars, push cars, and velocipede cars, also cars for mining and plantation work, lumbering operations, and contractors' cars for all sorts of construction work. We have a very large line of designs and operate the largest factory, we believe, in the world devoted exclusively to this line of business.

We have received a good deal of business from the following foreign countries: Cuba, Austria, and Australia, with considerable number of orders from Mexico, the various States of Central and South America, and a number of the countries of Europe. We have made some effort to extend our foreign trade, issuing a catalogue in several different languages and having a regular representative in London. Our foreign business has in consequence increased, we believe, nearly every year since the establishment of this company fifteen years ago. We do not know of any discrimination which would interfere with the extension of our business, and have not usually felt the restrictions of protective tariffs which exist in many of these countries. None of the countries produce goods in our particular line that are equal to ours in point of convenience, lightness, and durability, so that these articles are frequently shipped long distances. We presume the protective tariffs have sometimes reduced our trade with some of these countries, particularly some of the countries of Australia, Germany, and Canada, but we have not materially reduced our prices in consequence, the consumer there having to pay more for the goods if he bought them.

We are not sufficiently familiar with the changes of tariffs in foreign countries to be able to give any intelligent expression of opinion in regard to this point, and are unable to say to what extent the removal of tariffs in force by foreign countries would extend our trade. As indicated above, it probably would be of some assistance. The volume of our general business is doubtless larger than that of six years ago; the foreign business certainly has increased and the domestic business has in the main held its own in spite of the general trade depression. There have, of course, been times when our business was much reduced, owing to general depression in trade, but our business has not suffered more than others in this particular. Selling prices are very considerably lower than they were six years ago.

Foreign competitors have advantages over us in the way of direct transportation to South American ports, by reason of the fact that we have sometimes had to ship to England to reach these countries, and we have always felt that money could be expended in no more profitable way for the development of American trade than by the subsidizing of steamship lines for South and Central America. We suppose labor gives our foreign competitors advantages over us, but these are largely overcome by improved appliances and methods of manufacture. For these reasons we have always felt that we were able to compete on a fair basis with foreign manufacturers in our own line.

We are not very familiar with the effect of the reciprocity treaties that were made some years ago and their repeal on business interests generally. We believe the only country in which we were affected directly was that of Cuba, but can give no very clear details. Our representatives there stated to us that when the reciprocity treaty with Cuba went into effect they would be able to secure more liberal orders,

and greatly regretted the repeal, but just how much this action affected our business we are not in position to say. It is our impression that the reciprocity principle, if given a wider and more general application where this can be done, would greatly benefit our foreign trade.

We have no doubt that the protective tariff principle is right so far as it affects the business interests of this or any other country, as goods which the country can make to advantage should certainly be produced at home. The amount of labor that is kept busy in manufacturing certainly increases the consumption of agricultural products that are produced in any country, and there is no question but that the foundation of prosperity of any nation is dependent upon the prosperity of the agricultural classes. After industries are well established tariff protection can doubtless be wisely reduced, if this reduction is gradual, so as not to greatly disturb existing conditions.

H. Rep. 2263—31

MISCELLANEOUS.

CIRCULAR OF INQUIRY TO MANUFACTURERS.

COMMITTEE ON WAYS AND MEANS,
HOUSE OF REPRESENTATIVES,
Washington, D. C., March 4, 1896.

SIR: In order that they may give more intelligent consideration to pending and proposed legislation, the subcommittee of the Committee on Ways and Means of the House of Representatives in charge of bills relating to reciprocity arrangements and commercial treaties would be greatly obliged if you would forward them, at your earliest convenience, your views and suggestions, and such information as you are able to furnish upon the following points, namely:

1. Give full name and address of firm or company.
2. Lines of manufacture.
3. Amount of capital, number of persons employed, and value of annual product.
4. Do you find your market at home or abroad, and, if both, in what proportion?
5. Do you sell direct to foreign dealers or through commission houses?
6. Have you made any direct effort to extend your foreign trade; and if so, by what means, with what success, and in what countries?
7. Are you aware of any discriminations or obstacles in the laws or customs regulations of any foreign country that restrict or prevent the extension of your trade; and if so, can you suggest any means by which they may be removed?
8. What changes have recently occurred in the tariffs of foreign countries so far as they relate to your lines of manufacture?
9. How far would the removal or reduction of the customs duties imposed by foreign nations upon the merchandise in which you deal aid in the extension of your export trade?
10. What is the output of your establishment compared with that of six years ago?
11. How does the present cost of production compare with that of six years ago; including wages, the cost of raw material, and transportation rates by sea and land?
12. How do present selling prices compare with those of six years ago?
13. What competition do you meet with from foreign manufacturers, and in what markets?
14. What advantages do your foreign competitors have over you in the cost of manufacture and in transportation charges to foreign markets?
15. To what extent can you compete with foreign manufacturers in quality and prices?

16. Has the total product of the United States in your line of manufacture increased or decreased during the last six years?

17. What proportion of the total present and possible output in your lines of manufacture in the United States can be absorbed by the domestic market; and what would be your estimate of the natural surplus for export if all manufacturers in your lines were producing to their full capacity? (The purpose of this inquiry is to secure as accurate an estimate as possible of the necessity for new foreign markets to the manufacturers of the United States.)

18. Was the general effect of the reciprocity treaties made in 1890 favorable or unfavorable to the export trade of the United States, and what was the effect of their repeal?

19. What was the effect upon farm products particularly?

(If your replies to inquiries 17 and 18 are based upon actual experience, please give details as fully as possible.)

20. Do you favor the application of the reciprocity principle to future tariff legislation, and the enactment of a general law authorizing the President to negotiate reciprocity treaties with both European and American nations, so far as possible?

These inquiries have been forwarded to several hundred persons, firms, and corporations who are engaged in the manufacture of various lines of merchandise that enter into the export trade, and the replies are intended for publication with a report which the Committee on Ways and Means will make to the House of Representatives; but, if so desired, any information received will be regarded as confidential. All values should be expressed in United States gold, and all quantities in our weights and measures.

Any suggestions or information of value bearing on these subjects that is not called for by the above inquiries will be appreciated.

I am, sir, your obedient servant,

A. J. HOPKINS, *Chairman.*

REPLIES.

Etowah Iron Company, Cartersville, Ga.

The property of our company lies in Bartow and Cherokee counties, north Georgia. It is largely a manganese property, but owing to unfavorable tariff legislation in the taking off of import duty, we have had to close our mines, and they are not now in operation.

We are disposed to favor the reciprocity principle in future tariff legislation as suggested in your twentieth query.

Miller Lock Company, Frankford, Philadelphia, Pa.

2. Lock manufacturers.
3. Capital, \$100,000. Employees, 120.
4. Home, 80 per cent; foreign, 20 per cent.
5. Direct to Canada. Elsewhere through commission.
6. By advertising, but this don't pay.
10. Double.
11. Labor 5 per cent less now. Material 18 per cent less now.
12. One-third to one-half lower now.

13. Cheaper labor. Better facilities for reaching into foreign markets. Cheaper transportation for export.

14. For the most part, American locks are quite different in design from those made in Europe and China. America does not attempt to copy the foreign patterns, but offers American patterns almost exclusively.

This plan is tedious, but conservative. The other plan would be impracticable, owing to cheaper foreign materials, labor, money, transportation, etc.

The American plan uses the foreign markets as an outlet for overproduction. If 25 per cent of American locks could be exported at lowest home prices, our factories could run full at fair profits.

American prices of locks are low enough in cost to compete abroad. Our designs are such as admit of the application of duplicating processes of construction that are not appreciated by foreign manufacturers.

We lack facilities for export. We should have parcels-post treaties with all nonmanufacturing countries. We should have lists of the dealers in all countries whose trade we covet.

The Bureau of American Republics could not use the public funds to better purpose than by preparing and correcting for a period of, say, 10 years lists of South American and other foreign traders, such as Bradstreet and Dun issue for the United States and Canada. After our intercourse becomes active, private enterprise would relieve the bureau of continuing such labor.

With available lists of classified trade and parcels-post facilities for showing up samples, the American producer could quickly introduce his products, and the traffic would follow through appropriate channels—commission houses and shippers.

We believe the above is the cheapest solution of the existing problem as to how to capture the trade of nonmanufacturing countries.

17. The United States could soon supply markets of the whole Western Continent at prices as low as now prevail in South America. We lack facilities. Reciprocity would aid us much.

18. Favorable.

Repeal killed the trade save where American goods had acquired special favor aided by a traffic that remained largely against the United States, e. g., Brazil.

20. A reciprocity treaty, to aid us, must put us on a par with Europe. We want no reciprocity with Europe. Reciprocity should result in letting in free raw materials that do not compete with United States products and in letting out manufactured goods that are intended to displace European products. Such exchanges should be regulated by a commission or a bureau of the Treasury Department.

MILLER LOCK COMPANY, PHILADELPHIA, PA.

We respectfully ask you to consider the following propositions, viz:

(a) That a parcels-post agreement between nonmanufacturing countries and the United States would inure to their mutual benefit.

(b) That producers and merchants could then mail samples of a large variety of products, quote prices current, and thus effectually introduce their goods at small cost.

(c) Aided by the Bureau of American Republics and by private enterprise, lists of traders in various lines would soon become available throughout Latin America.

(d) Such an arrangement would be reciprocity itself. It would open the way for thousands of small producers to begin operations where

little can be done under present conditions except by traveling salesmen, whose expenses utterly prevent their going except for a few of the largest interests.

The Peck-Williamson Heating and Ventilating Company, Cincinnati, Ohio.

4. Not to any great extent.

5. We are barred from competition by the duty, which on iron castings is about 30 cents per hundred. Foreign manufacturers can therefore underbid.

7. Aid very much.

8. Six times greater in the United States.

9. About 12 per cent less.

10. Advantage of duty only. We could stand the extra freight.

11. See No. 10.

12. Have no actual experience.

13. Yes.

Our information is that we could compete in price and greatly extend our trade in foreign countries were it not for the duty.

We do not believe the removal of the duty would be harmful to our own workmen on account of importation of a foreign product, for we are now manufacturing our special lines enough cheaper than the same goods could be manufactured abroad to enable us to compete with them on an equal footing after paying the freight.

The Werner Company, Chicago, Ill., and Akron, Ohio.

2. Publishers and manufacturers, lithographers, electrotypers, etc.

3. Nearly all foreign countries except Russia. In Russia the duties and restrictions on our publications are prohibitory, practically, and it is almost impossible to take the plates into Russia and do the manufacturing there, for the same reasons.

4. We have extended our foreign trade as rapidly as possible, but have found it more to our advantage to manufacture our books that we sell in foreign countries either in Germany or in England. There is practically free trade on books with all countries, excepting the United States, Canada, Russia, and France.

5. We know of no special discrimination in any country outside of Russia.

6. We know of no recent changes in tariffs referring to our line of goods.

7. We would be able to do a very large business in Russia and Canada if it were not for the customs duties. In Russia they have other restrictions, such as governmental inspection, etc., which prevent our doing business in that country fully as much as the duties imposed.

8. We have been doing business in foreign countries for the past three years only.

9. How do present selling prices compare with those of six years ago? In some lines there are no changes and in others a reduction of 10 to 25 per cent.

10. What advantages do your foreign competitors have over you in the cost of merchandise and in transportation charges to foreign mar-

kets? On account of the customs duties in this country, entering into everything used in the manufacture of a book, and as it is stated that this tariff increases the wages paid for labor, German and English manufacturers have a large advantage over us, as they purchase their raw materials for less and their labor is cheaper. We are not prepared to state whether or not the tariff compels us to pay higher wages than are paid over there, but the fact remains that they obtain their labor for much less than we do, and as their raw materials cost them much less, labor entering into these also, they are able to manufacture the same articles considerably cheaper. England also has a large advantage over us in transportation charges to Australia, Africa, India, in fact to all European points, and to many South American points.

11. We believe the quality of our output is superior to most of the foreign, but the cost of production in this country is greater on any given article.

12. We believe the reciprocity treaties of 1890 were beneficial, but we had no active experience under them.

13. We heartily favor reciprocity as a principle.

De Butts & Daggett, Boston, Mass.

We favor the enactment of a general law authorizing the President to negotiate reciprocity treaties with European and American nations so far as possible.

Under former reciprocity treaties the fish business was in a most prosperous condition. Reciprocity would very much increase the export trade in fish.

Kurzman Bros., New York.

We, in our export trade to West Indies and South America, find ourselves unable to increase our trade in many countries, such as Brazil, for example, owing to the great prejudice against American butter existing in those countries.

For quite a number of years oleomargarine was exported from the United States under the name and guise of United States butter. This made the South American merchant and consumer suspicious that even the well-known United States brands of butter were also adulterated.

Happily, since January 1, 1896, the United States Treasury Department compels all oleo to be branded as such.

But the damage to the reputation and prestige of American butter has been done, and we have spent thousands of dollars sending our pure butter to South American countries, trying to supplant the European butter so largely used there.

Our finest creamery butter, even though acknowledged to be good by the merchants, is unsalable except at a heavy sacrifice, just because it is American butter.

By having "reciprocity" with these South American countries we would be in a better position to successfully supplant the European butter.

Reciprocity for five years would open all of the markets on the Western Hemisphere to United States butter.

International Food Company, Minneapolis, Minn.

Nearly all our trade is home trade. We have shipped some goods into Canada, but the 25 per cent duty is almost prohibitory.

Our business in 1895 doubled over 1893, and for the three months of 1896 it has shown an extraordinary increase over the same months of 1895.

The cost of putting up our goods is about the same as it was six years ago. We use a large amount of roots and herbs, which are imported from France and Switzerland, and a reduction in the duty on these articles would, of course, be beneficial to our business.

England and Canada put up a good deal of stock food, which is our principal product, but competition from foreign manufacturers in our line is very slight in this country. Whether this is on account of the duty they would have to pay or for other reasons we are unable to state. We do not think foreign manufacturers have any advantage over us in the cost of manufacturing stock food, etc.

In regard to total product in the United States of goods manufactured in our line as compared with the past, will say we are sure it has more than doubled, although we can not furnish statistics to prove our statement.

We can not give any definite figures in regard to the possible output of our line of goods, nor of the proportion that will be absorbed by the domestic market, but our impression is that manufacturers of our line in the United States could supply the world if they were called on to do so.

The reciprocity treaties of 1890 were favorable to the export trade of our goods. We believe the repeal of the reciprocity treaties had a certain amount of effect in lowering the prices of farm products.

We most certainly favor the application of reciprocity principles to future legislation, and believe it would increase the general prosperity of this country. While it would enable us to increase the volume of our business, we realize that the effect would be very much greater in such lines as flour, etc.

We furnish employment to about 60 people. The present volume of our business will average about \$300,000 per year, and is growing rapidly.

We realize that our answers are not as definite as they should be, but they are the best we are able to give on account of lack of definite statistics.

Wm. Becker Leather Company, Milwaukee, Wis.

2. Manufacturers of leather.

3. Eight hundred and seventy-five thousand dollars; 400 persons employed.

4. Market at home as well as abroad. Shipments abroad about one-sixth of annual product.

5. We sell direct to foreign dealers and also to commission houses.

6. We have tried to extend our foreign trade through correspondence, with fair success, in England, France, and Germany.

7. We are not aware of any discrimination or obstacles in the laws of any foreign country to prevent the extending of our trade.

8. We do not know of any changes in the tariffs of foreign countries relating to our line of manufacture.

9. There is no duty imposed by England upon our product. In France and Germany the removal of a moderate duty paid now might increase our exports to those countries.

10. Our output at present compared with that of six years ago is about 200 per cent larger, the plant having been rebuilt and the capital doubled.

11. The present cost of production compared with that of six years ago in regard to wages is about 20 per cent lower. Transportation rates by land and sea are about the same. The cost of raw material to-day is 20 per cent higher than six years ago.

12. The selling prices compared with those of six years ago are about 20 per cent lower.

13. The competition we meet with from foreign manufacturers is in foreign markets only. With the exception of patent leathers there is but little foreign leather sold here.

14. The main advantage foreign manufacturers have over us in the cost of manufacture lies in cheaper wages.

15. We can successfully compete with foreign manufacturers both in regard to quality and prices.

16. The total product of the United States in our line of manufacture has greatly increased during the last six years.

17. About two-thirds of the total present output in our line of manufacture can be absorbed by the domestic market. Were all the manufacturers in our line working their full capacity we think the proportion would be about three-fourths.

18. We notice no effect of the reciprocity treaties made in 1890, nor did their repeal make any apparent difference.

20. We favor the application of reciprocity principles to future tariff legislation, and the enactment of a general law authorizing the President to negotiate reciprocity treaties for both European and American nations, so far as possible.

The National Cash Register Company, Dayton, Ohio.

2. Manufacturers of cash registers.

3. Canada, England, Norway, Sweden, Denmark, Holland, Belgium, France, Austria, Italy, Germany, Russia, Australia.

4. We have extended our foreign trade to these countries by means of agents acquired in those countries and educated by men sent out from this country for that purpose. Our success has been very great, especially in England, Holland, and Germany. They have taken our machines quite liberally, to the extent of \$20,000 per month.

5. There are no obstacles in the customs regulations of any foreign country, except Canada, that restrict or prevent the extension of our trade. In Canada we are practically prevented from extending our business beyond a limited extent because the duty is 35 per cent against us. This, added to the price of our machines, makes them so expensive that the Canadian people do not take them as rapidly as in countries where the tariff is much less. If we could have reciprocity with this country I am sure that trade of all kinds could be extended, as they do not manufacture so well or cheaply, or in variety, as we do in the United States. In regard to the other countries, they have a natural tendency not to buy American goods, for the reason that they come into competition in countries where the value of our goods shows

to an advantage over theirs; therefore, when we go to their home markets to arrange for commercial sales, we find a natural national aversion to buying American goods. We think if reciprocity were introduced into these countries, it would create a much better feeling between the commercial elements of society.

6. There have been no changes in the tariff regulations of foreign countries so far as they relate to our line of exports. They have not changed in this class in the last six years.

7. We do not think the removal or reduction of customs duties imposed by foreign nations, except Canada, upon the merchandise which we manufacture would make any material difference in the sales, or aid us in the extension of our export trade, although we would get the same price per machine as we do now, but the profit would be that much larger.

8. The volume of business compared with that of six years ago is about quadruple what it was then.

9. The selling prices of the machines are maintained the same as they were six years ago, but they are being much better made and are vastly superior machines in every way, which in reality lowers the price.

10. The advantages of our foreign competitors in cost of merchandise and transportation charges to foreign markets are none. In some countries, of course, they have an advantage in cheap labor and in transportation. The same facts are maintained in relation to their surrounding neighbors. Ours being a specialty, we do not compete with them materially in foreign markets.

11. We are the sole manufacturers in our line in the world and do not compete with foreign merchants, except possibly in Germany, where they reduce our prices about half, but do not manufacture as fine a machine.

12. The general effect of the reciprocity treaties made in 1890 was favorable to this country to a degree which is hard to estimate. The whole country felt its thrill to the center. Manufactories were running full, money was being turned into the country in a stream, and the trade was in a flourishing condition. Immediately upon this unfavorable legislation against reciprocity, the effect was magical; factories which were running full were obliged to close partly down, discharge some of their hands, and reduce their output to an amount which this country alone could take. We think you will find that is the chief secret in the shorter hours the factory is obliged to run at the present time. We can reach this trade with all our manufactories if reciprocity is again revived, as it produces a friendly feeling in all foreign nations to us, and that is the chief factor in gaining trade. No matter how good you may manufacture your goods or how reliable the material which goes into them, if you have not a friendly feeling in the markets of the world you will be obliged to content yourself with a small portion of the trade.

13. We most emphatically favor the application of the reciprocity principle for future tariff legislation and the enactment of a general law authorizing the President to negotiate reciprocity treaties with both European and American nations so far as possible. We think this will produce a friendly feeling to the United States, and not one of antagonism, as now exists in the markets of the world.

We wish to thank you for the privilege of replying to your circular, and have no doubt that all of the replies which you receive will serve as a guide to enlighten the way to revive business in this country. But of all things, the quickest is to raise the tariff on articles which we can manufacture here, thereby giving our manufacturers something to do.

They can send their surplus abroad at a very small profit, and in that way reduce the cost of manufacture upon the whole.

We think the Wilson tariff bill did more to injure this country the past three years than any one enactment of Congress could have possibly done. It has caused almost stagnation of business in certain lines. Manufacturers who were accustomed to manufacture regular lines of goods have gone into specialties, such as bicycles and smaller articles of that nature.

Boulton, Bliss & Dallett, New York.

2. Lines of trade, general merchants and managers of the Red D Line of American steamships.

3. Our principal trade is with the Republic of Venezuela.

4. Our business was established over fifty years ago, and since that time our predecessors and ourselves have done everything in our power to develop the trade between the two countries. At first we employed one or two small schooners to carry our goods; subsequently we employed brigs and barks, not only to carry our own goods, but also general freight. In the year 1879 we chartered two small German steamers. A few years later we substituted American steamers of about 1,600 tons gross. These in turn have been replaced by first-class American passenger steamers of about 2,600 tons gross, and we have recently added a direct line to Maracaibo. The success of our efforts in extending the trade is shown by the increase in the number and size of vessels dispatched; also by the fact that while the total average exports from the United States to La Guayra, Puerto Cabello, and Maracaibo for the years 1880 to 1885 was 35,447 tons, the average for the years 1891 to 1895 was 74,989 tons, and also by the fact that Venezuela imports more from the United States than she does from any other country.

5. As far as we are aware there are no discriminations or obstacles in the necessary laws or customs regulations of Venezuela that restrict or prevent, to any considerable extent, the development of the trade between the two countries.

6. No changes have recently occurred in the tariff of Venezuela.

7. It is difficult to say to what extent the removal of duties imposed by Venezuela would aid in the extension of the export trade from this country. Such a thing, however, is not possible, as explained farther on.

8. Our trade as merchants has not increased very much in the last six years, as we have, during that time, devoted most of our attention to the development of the carrying trade between the two countries.

9. As a rule, the cost of provisions, etc., is lower than it was six years ago. The same is true as to the rates of freight.

10. We export principally flour, lard, kerosene, etc., all of which are cheaper here than in any other country with which Venezuela has steam communication. Rates of freight are also lower from this country.

11. Is answered above.

12. As is well known, Venezuela failed to make any reciprocity treaty with the United States, and a duty was imposed on her coffee, hides, etc. This had the effect of shutting out most of her coffee from this market, and the trade is only now beginning to recover from the effects of having this coffee diverted to Europe. What effect it had on exports is difficult to say. In 1892 they fell off considerably, while in the following year they were larger than usual.

13. We do not favor the application of the reciprocity principle to future tariff legislation. The South American Republics are mainly dependent for their revenues on what they can collect through their custom-houses, and most of them can not afford to make any considerable reduction in their incomes. As already shown, the trade between the United States and Venezuela has been built up slowly but surely by the energy of our merchants and by the maintenance of a regular line of steamers. A necessary part of the business is the importation and transportation of coffee, hides and skins, etc. Our merchants have invested large sums of money in the trade and we have built American steamships especially adapted to it, and it would be an undeserved hardship to us all if the United States was again to impose a discriminating duty on these goods when imported from Venezuela. From all that we can learn, the only advantage the United States gained by the reciprocity treaties was from the provision admitting sugar free of duty. We therefore respectfully suggest that if the principle is applied to future tariff legislation, it be restricted to sugar, and not be extended to other articles which have been admitted free of duty for so many years.

Dole Brothers Company, Boston, Mass.

2. Dealers in hops and malt.

3. Great Britain, Canada, Newfoundland, and Australia.

4. We obtained a copy of Bulletin of Bureau of American Republics and addressed a number of firms whose names are given therein who are resident in West Indies and South America, with a view to open up business if possible in those sections, and have received replies to some of our letters, but it is hardly time for us to give an intelligent opinion as to whether a trade of any magnitude can be built up in these places in our class of goods, as we do not know whether either hops or malt are consumed there or not.

5. We have found that the specific duty of 6 cents a pound now levied on hops imported into Canada is a barrier to our export business to that country, for at present prices this is equal to a duty of 100 per cent, and the shipments of hops from the United States to Canada is much less than was the case heretofore. Canada can not compete with the United States in hop culture, and we think that a duty more favorable to American hops would increase our exports materially, as we would supply more hops to the exclusion of England.

6. Nothing that we know of.

7. Removal of duty on American hops imported into Canada would increase our export trade to a very great degree.

8. Volume is fully as large.

9. Prices are now about one-fifth, and never were so low before in the history of the business.

10. Really no advantage in either cost of merchandise or in transportation, as prices of American hops are lower than foreign growths.

11. We think that American hops can compete in price and quality with those grown in any country of the world, but as the chief foreign market is England, where a great many hops are also grown, a large increase in exports could only avail at a time of failure of the hop crop in that country and when a surplus stock was held in this country.

12. Do not remember that hops were ever included in any reciprocity treaty.

13. The application of the reciprocity principle to future tariff legislation and the enactment of a general law authorizing the President to negotiate reciprocity treaties with both European and American nations would meet with our hearty approval, and we believe this a sure means of extending our foreign trade.

J. P. Crane & Co., Woburn, Mass.

2. Tanners and curriers of grain and split leather.

3. England, Germany, Austria, France, Russia, Italy, Turkey, Norway, Sweden, Switzerland, Australia, and wherever leather is used.

4. We at all times use our best endeavors to extend our foreign trade where we find satisfactory credits. Our first exportation began nearly ten years ago, or in 1887. The sale the first year was about \$6,000, but increased till 1895, when one party took about \$100,000 in value, and others had increased their purchases largely. As we have the reputation of producing the best leather of the kind in the world, it is of the highest cost, for which reason its use is somewhat restricted. We invite the foreign buyers to our works that they may inspect the manner in which we treat our product, by liberal correspondence and free use of the cables; also, we have been afforded much assistance by the "reports of the United States consuls."

Several of our consuls are an honor to the service, and if unaffected by political changes, as they should be, will be of increasing value in opening up desirable markets.

Our first sales were in England, afterwards extended to the markets named. We would advise our manufacturers to closely study the foreign market before engaging in introducing their goods. Many have not used due care, and failing of success have withdrawn therefrom. Before entering the business we studied their needs, and the results are very satisfactory.

5. Our greatest obstacle in extending the use of our make in France, Austria, Canada, and a few other countries has been the somewhat restrictive duties upon finished leather. We made several trials in Canada, and without success. There are a large number engaged in our business in Quebec, but the product is very inferior.

The only remedy which we can conceive of good results ensuing must be the free exchange of the products of the two countries. Though they have lower cost tanning material and with much lower wages paid the workmen, we have no fear of competition there.

6. In so far as we have knowledge no change has occurred that has affected our business.

7. Our reply is embodied in that to the fifth query.

8. The year 1896 is not comparable with that of 1890 because of the peculiar condition in which the leather manufacturer has been placed, especially during the past seven months. During the early part of 1895 and till September values increased rapidly, then receded in like ratio to the present time, while no one is competent to prognosticate the future. The foreign market is affected in like degree, as the principal foreign buyers have their representatives here and promptly advise by cable their principals.

We do not consider it would be of any material benefit for our manufacturers to establish branch houses in European markets. The low rates of interest pertaining there enables the houses engaged in import-

ing American leather to distribute same at a very moderate compensation, and such as would not induce us to enter the field.

If our manufacturers, not only of leather but in many other lines of production, will keep their goods of uniform excellence, delivering at all times, as we have made it a rule to do, goods equal to sample, we fully believe they will increase their sales and realize a satisfactory result.

We do not consider Europe as a dumping ground for undesirable goods at home, but that the business so conducted will be unsteady and often a failure, while those engaged in endeavors to introduce goods of merit are often doubtfully received. Honest dealings, with close attention to the demands of the markets abroad, will, we fully believe, insure success in a great majority of cases and a stable demand be secured.

In many localities the people are capricious, and some articles of merit (so considered here) will not meet with ready acceptance. The majority of continental buyers are governed by special marks, and when found true to quality and selection a permanent consumption is insured.

9. Values are very near those of 1890, while we pay the same wages as then.

10. Any advantage possessed by the foreign producer is balanced by others we have. Transportation charges vary somewhat, being governed by supply and demand, but at present we have exceptionally low freight rates accorded us and can deliver in Liverpool at less cost than from Boston to New York. We can deliver in London at very much less cost than the freight to that city from Liverpool. We only regret that we can not ship in American vessels instead of contributing on every shipment to a foreign shipowner the money that should be distributed among the American owner, builder, crew, and repairer of the vessel, and open a new source of employment in our overcrowded labor market.

11. In quality we have no competitor there, while the price is governed by quality as a rule. We will state, however, in explanation of an enigma to too large a portion of our people, that we sell our goods at the highest price we obtain in the markets in which the lowest wages is paid in our special industry. Wherever we sell the wages does not affect us in the least degree. The "labor cost" establishes the exchange of commodities, and our product costs us less by a liberal percentage than that of like goods anywhere in the world, and we pay our workmen the highest wages known and furnish them constant employment. "Good pay for good work will stand against the world, and good wages wisely spent is the best guaranty of prosperous and continuous employment."

12. To this we feel incompetent to reply as we would desire. Our line of goods is not such as would be used in quantities by our South American neighbors, probably for a long time in the future, and we have not yet made persistent effort to introduce them. From a brief study of the matter, we concluded the difference of time in settlement of accounts, as they require longer time than in England or on the Continent, was not desirable, and in connection with the moderate amounts we could place there we ceased for the present to give attention there. Leather of light material, like kid, goat, and sheepskin, are consumed there, with many kinds of textile goods and hardware. We trust those engaged in the manufacture of these will sustain schools to educate the youth of this country to the needs of South America; and we believe it will prove a fine field for many of our young men to enter upon when they acquire the knowledge.

13. We are in favor of the application and the enactment. We

also believe it is for mutual interests. Reciprocity should first be negotiated with our nearest neighbors, Canada and Mexico, on broad lines, and with Europe as early as possible.

Though not disposed to intrude our personal ideas as to the virtue or error of restrictive tariff in our succeeding object lesson, we trust it will be accepted as an endeavor to illustrate an important fact.

The claim made at time of the enactment of the McKinley tariff bill (so termed) was: "No one could suffer in paying duties when the raw material was imported, as when finished and exported the duty was repaid the importer, less a small per cent retained." This drawback feature was much dwelt upon by Senator Aldrich (the actual compiler of that bill) and others interested in its adoption, as a sufficient reason no one should oppose.

In August, 1890, we imported from England some partially tanned hides, and when finished into grain leather one of our foreign customers would take it. Our first payment of duties, 10 per cent, was increased about three months later (at which time the goods ordinarily would have been shipped by us) to 15 per cent. When we did ship them, we received the drawback.

We did not expect to produce leather from these hides at a less cost than from domestic hides, but to produce a new line of goods, which, if at as low cost, would furnish increased employment that would fill our works to its full capacity, and the increase alone would support some 200 persons. We will not here relate other details we have at hand, but the uncertainty as to amount of duties for which we were liable (an item of large amount in a year's business, and the due loss of interest thereby), the required routine of red tape, together with being unable to make prompt shipment upon cable orders, as we must await the appearance of a customs weigher at our works before packing, caused us to relinquish the business, as it is at best conducted on close margins of profit.

There was no profit derived from the initial effort, and we feared as much loss as gain, if continued. France advanced her rate of duties upon finished leather in consequence of that bill, and we can not market there above one-tenth the amount we otherwise could, while the same applies to Austria as well.

With free hides, exportation of finished leather has increased, and we note that the increase from Boston alone from January 1, of the current year, to March 18, was in value \$803,000, as compared with same time in 1895.

One of the greater benefits to be derived through reciprocity with Canada, if included in the treaty, is the supply of lumber, diminishing to that extent the cutting of our forests, thereby saving this section of the country the heavy losses caused by the increasing size of the freshets or overflows in late winter and early spring months. We are reducing our forests too rapidly, and we should leave a better heritage to those who follow.

The proposed commercial treaty in 1882 with Mexico extended in successive years to May, 1887, in which we were represented by Gen. U. S. Grant and William H. Trescot, esq., appears as liberal concession by both Governments as could be passed. It is to be regretted it was not consummated there, but 12 of the 13 members of the Ways and Means Committee voted adversely. Of the 28 articles to be admitted here free, coffee, eggs, esparte, and grasses for manufacturing paper; goatskins, raw hides, sheepskins (wool removed), logwood and like material for dyeing; india rubber, quicksilver, wood, and timber unmanufactured were the principal articles, but all were raw material.

There were 73 articles to be admitted to Mexico free, the principal being iron beams and rafters, stoves, steel beams for mines, road carriages, all kinds; clocks, pumps, all kinds; iron and steel rails, locomotives, leather and rubber belting, petroleum, crude or refined; industrial, agricultural, and mining machinery; steam engines, sewing machines, tools of iron, steel, or wood; barbed wire, and water pipes. With a privilege of exchanging so many classes of goods upon which much labor had been expended for raw material, of which we require large quantities, it is a mystery why the committee were so strongly adverse in their decision.

Mexico, after internal troubles, now stable in her government, at one time in serious financial difficulty, in 1877 began to improve, and in 1891 and 1892 was able to obtain an income above expenses, reducing her debt of \$150,000,000 one-half in fourteen years. We seem shortsighted in pursuing a policy estranging the two countries, while she is in need of immense supplies we should provide her, while the great development now taking place there is in progress.

European merchants and manufacturers accede to their exactions, such as are not known here; but ours should do the same and have a full share of the trade of above 12,000,000 people, of whom a large portion are ready to accept our wares, and in great variety.

In the Argentine Republic immense forests exist from which tannic acid can be procured. The bark of the red cibil yields $15\frac{1}{2}$ per cent, or more than our oak; the white quebracho wood, 12 per cent, and its leaves $27\frac{1}{2}$ per cent; the shells of the espinillo fruit yields 33.2 of the purest quality and almost colorless.

Tannic acid is most readily obtained from the cibil and quebracho which are found in immense forests along the banks of the Upper Parana River, handy to ocean vessels of ordinary draft. Germany has entered into the procurement of her acid there, and increasing largely in her shipments therefrom. That country (Argentine Republic) imports the finest varieties of French and English leather, and makes it into boots and shoes, harness, saddles, trunks, etc. She imported in 1884 from Belgium in boots and shoes the value of \$194,000, France \$123,000, England \$101,000, and we sold them \$14,576. The two former supplied shoes attractive in appearance, some hand-made, but the poor work gave them little endurance. England supplied shoes with heavy uppers and thick broad soles, a much better shoe for service.

The above showing is not commendable to the manufacturers of this country. It is a well-known fact that our manufacturers of almost all kinds of wares are inclined to prescribe the goods our South American neighbors shall take to certain ideas they have, and are careless in the packing and delivery. While the European has found the field so good a one to work in and is using his utmost endeavors to increase his distribution there, our more progressive merchants and manufacturers seem loath to enter into more intimate relations, even where we can produce at less cost than those now supplying those markets, and the smaller of our concerns can not afford to build up a trade there except by a combination of interests.

Though our importations from Europe exceed our exportations there at present, new lines of goods are constantly being added to those we formerly shipped there, and we believe many others can be sold if the business is intelligently conducted.

Though our population is rapidly increasing and should demand a greatly increasing amount of commodities, yet the market is often congested and requires an outlet to other countries; but if we place barriers

at our customs that exclude proper exchanges we are obliged to sacrifice in prices in entering those markets we need to absorb our surplus.

The oft-recurring changes in employment caused by improved machines and methods adopted in nearly all our manufacturing industries cause many to remain idle until other avenues are opened to them, but with reciprocity liberally extended it should insure a greater distribution for our wares and a more constant employment of our artisans in producing many wares we are able to compete in and exchange with them.

We beg your indulgence for intruding at so great length, but greatly interested as we are in promoting this industry, we accepted your invitation to furnish such information as we could.

Standard Oil Company of New York, New York, N. Y.

In response to your circular of date March 4, we beg respectfully to say that our business is that of producing, refining, and dealing in petroleum and its products, both at home and abroad, and that as regards foreign countries we are dealing more or less with all countries using illuminating oils. There are some of the questions contained in your circular which we find difficult to answer specifically, and beg permission therefore to answer in this general way. Our chief competition abroad is with Russian oil. This oil, though not producing so large a percentage of refined oil, nor making so good an illuminant as American oil, is nevertheless produced in such large quantities—a single well sometimes producing daily nearly as much as our whole daily production—and at so low a cost that the refined product can be put on the markets of the world at a much lower cost than American oil. To-day Pennsylvania crude is selling at \$1.34 per barrel and Russian crude at 30.33 cents per barrel. In addition to this, the proximity of Russia to European consumers, as well as to the great markets of the East—India, Java, China, and Japan—enables them to secure transportation at a much lower cost than from the United States.

Now, whether reciprocity would aid us in more thoroughly competing with this product, it is not easy to answer. We are not aware that reciprocity has materially affected the consumption of American oil one way or another. There are some countries where, because of the most-favored-nations clause, we could receive no benefit, as the countries having the clause would be put on same basis as America. The general increased use of refined petroleum as an illuminant has enabled us largely to increase our export business as a whole during the period referred to in your circular, but at the same time our trade with the countries in the far East, to which we have referred, has been materially reduced by Russian competition. We may note that while the average price of crude oil in 1895 was much higher than in 1889, yet the average price of refined oil was about the same in both years, showing that the consumer has had the benefit of the economies.

In treating this question it must be kept in mind that many countries impose a large duty on petroleum as a mere matter of revenue, which would not be helped by reciprocity, though a reduction of duty would undoubtedly stimulate consumption.

In conclusion, we would say that we have used all efforts to extend the export business, reducing cost, opening direct communication with foreign countries, and in all ways aiming to increase the general consumption of petroleum and its products.

W. H. Parsons & Co., New York, N. Y.

2. We are manufacturers of news paper and dealers in other grades.
3. We are doing business with Australia, and, to a smaller extent, with South America and with Great Britain.
4. We have made direct effort to extend our trade with Great Britain by having had our own representative there and by giving personal attention to the subject. In South America we have endeavored to extend our trade by correspondence and by dealing with established commission houses in this city, and are meeting with some success in both directions.
5. We are not able to express an opinion on this subject.
6. The same.
7. The removal or reduction of customs duties by South American countries would be a material help in the extension of our export trade.
8. Our export trade has increased during the past six years.
9. Prices are lower than six years ago.
10. Our chief competitors are German and other continental manufacturers; we believe they have advantages in the cost of transportation.
11. We believe we are able to compete with foreign merchants, in both quality and price of the lower grades of paper; by which we mean papers made entirely or to a large extent from wood pulps, comprising newspapers and the lower grades of book and writing papers.
- 12, 13. In reply to these questions, we beg to say that our export trade has continued to grow notwithstanding the repeal of the reciprocity treaties, but, in the absence of anything better, we are in sympathy with the reestablishment of such treaties with the South American nations.

The B. F. Goodrich Company, Akron, Ohio.

2. Manufacturers of rubber goods.
3. England and Chile.
4. Have made no special efforts. Sent a representative to London last year.
5. No.
6. None.
7. Do not think it would make any difference.
8. Our foreign business is very small, and has all been established within six years.
9. Lower by from 15 to 25 per cent for such goods as we export.
10. We believe the advantages are all in our favor for the goods we manufacture for export. They consist almost entirely of what are known as stationers' and druggists' sundries.
11. They can not compete with us for goods of the same quality.
12. Our experience has been too limited to reply to this question intelligently.
13. Yes.

J. A. Dennis, export agent of the Trenton Rubber Company.

2. Mechanical rubber goods.
3. Central and South America, Mexico, West Indies, Australia, New Zealand, South Africa, Japan, China, and the Hawaiian Islands.

4. I have, by correspondence, distribution of samples, and by salesmen, increased my sales about 100 per cent in six years, mostly in American countries and Japan.

5. By the renewal of reciprocity treaties many obstacles may be removed that now exist to the detriment of the foreign trade of this country.

6. No particular change, as far as I am aware.

7. If an opinion can be based on the workings of the reciprocity treaties, I would say it would increase it about 40 per cent above the year 1893.

8. The volume of my business for 1895 was about 100 per cent larger than that of 1890.

9. They average about 10 per cent lower.

10. The cost of goods in this country averages less than in Europe. Transportation charges are about the same.

11. In the higher qualities of goods we can compete in price and quality very favorably; in the medium and low qualities we can undersell the foreign manufacturers, quality being equal.

12. The reciprocity treaties were exceedingly favorable to the export trade of the United States. The effect of their repeal on my business is shown by the following figures:

1890.....	Increase over previous year..	35 per cent
1891.....	Increase over previous year..	69 per cent
1892.....	Increase over previous year..	29 per cent
1893.....	Increase over previous year..	2 per cent
1894.....	Decrease from previous year..	20 per cent
1895.....	Decrease from previous year..	3 per cent

13. I am strongly in favor of any measure that will renew the reciprocity treaties.

New Orleans Brewing Association, New Orleans, La.

2. Brewers of lager beer in kegs and bottles.

3. Republic of Mexico, all republics of Central America, the northern republics of South America, Cuba, and Jamaica.

4. We have worked hard to extend our foreign trade by sending representatives into those countries, by advertising, by correspondence, by circulars, and by other means generally resorted to by business men.

5. The abolishment of the "drawback system" by the Secretary of the Treasury, Hon. John G. Carlisle, as well as the exorbitant duties in vogue in some of the Latin-American countries, especially Cuba and the Republic of Mexico, have seriously restricted the extension of our trade in the countries mentioned above.

6. We do not know of any changes that have recently occurred in the tariff of foreign countries so far as they relate to our line of business.

7. Mexico and Cuba should reduce the tariff on beer about one-half

8. The volume of our business six years ago amounted to about \$125,000 per annum, while it has now decreased to about \$60,000 per annum.

9. Present selling prices have decreased about 10 per cent against six years ago.

10. Our foreign competitors have a considerable advantage in the price of empty bottles. The cost of merchandise while likely in favor of our foreign competitors does not amount to much. In regard to transportation charges, the advantages of our competitors are very

great, inasmuch as they are in constant intercourse with those countries; their vessels receiving always full cargoes, thus placing them in a position to obtain cheaper freight rates than is possible from the United States. Their lines of steamers sail also more frequently and regularly than those of this country. We are also hampered here during certain times of the year with too severe quarantine restrictions.

11. We claim superior quality of goods but our prices are somewhat higher than those of our foreign competitors.

12. To this question we can not give you a positive reply, as we did not particularly pay that matter attention.

13. We favor the application of the reciprocity principle to future tariff legislation, and the enactment of a general law authorizing the President to negotiate reciprocity treaties with both European and American nations, so far as possible, as such legislation must undoubtedly redound to the benefit of our commerce and encourage manufacturers of this country.

We suggest for the benefit of the beer business of the United States the refunding of duties paid on imported bottles but again exported to foreign countries filled with beer the manufacture of this country.

Sam'l Bloom & Sons, San Francisco, Cal.

2. Glove leather, for heavy working. Driving gloves, principally.

3. Capital invested, including value of plant, etc., about \$45,000. Hands employed vary, 25 to 35. Value of product ranges from \$65,000 to \$90,000 annually.

4. Sold mostly home.

5. Yes. In England, by advertising, but our class of goods only slightly used there, as working gloves are a luxury apparently there.

7. The discriminations are not in the sale of the finished goods, but in the purchase of the raw materials, viz, in better shipping facilities and obstacles in the matter of disinfections; better mail and cable connections, there being only small foreign connections on this side, and steamers making only occasional trips to Australia—about twelve steamers annually.

10. Our output is at present about what it was six years ago.

11. Cost of production is less somewhat, owing to lower price of silver; our tonnage is cheaper abroad, and the duty reduction has lessened the cost of some of it. Also labor is somewhat cheaper. The raw stock (hides) have advanced a little. On the whole, we are, we think, on a little lower basis of cost to-day.

12. The selling prices are also proportionately less.

13. The only competition from foreign sources are in fine goods, and we think it is only a question of some ten years when all these better goods will be made here, when the knowledge of the class of raw stock required, and sources to draw it from, method of manufacturing, etc., are looked fully into.

14. The foreign dealers in fine goods have the advantage of us in better facilities for shipping (raw and finished) and closer connections with the commercial world. Outside of that don't think they have much advantage in manufacturing as, to considerable extent, American genius has overcome European cheap labor of machinery.

16. It has increased with us, on a whole, somewhat in years past.

17. We think if all were to work to full capacity market at home would be unable to absorb it as fast as offered.

18. It did not have any influence (latent) on our business so far as we know.

19. Don't know. Farmers been crying this long time about low prices, but now, when they are at their lowest, they seem to have shut up for good and don't hear anything of them. Certain California products seem to be doing well in fruit; grain is low, however.

20. We are in favor of anything which will foster foreign trade and make new outlets for goods, better shipping facilities, and closer commercial connections.

In our especial line, glove leather, we as a nation have only been able to manufacture the coarser goods so far, but we see the entering wedge on fine goods and we feel satisfied if the commercial connections of America were better, as far as the shipment of raw merchandise is concerned, we would not only be able to control the trade on fine goods in our own country, but also in foreign lands. We have demonstrated this fact in the last ten years in fine shoe leathers, even in the face of the fact that a large quantity of goods were drawn through indirect sources and many obstacles

Joseph P. Tolton, 105 Summer street, Boston, Mass.

2. Shoes, shoe machinery, and shoe manufacturers' supplies.

3. Great Britain, France, Germany, Austria, and Australia.

4. Have made direct efforts to extend my trade by annual visits to Europe, advertising in English trade papers, and by correspondence with Australian concerns.

5. The discriminations in France on American shoes as against, say, British shoes is no doubt a serious hindrance to American business, but I can not suggest any means of changing this unless we might consider the idea of making American ports as free for French goods as British ports are now for the same goods. Another hindrance I have met with is the delay and consequent annoyance caused by customs officers here when samples are sent over to this country for guidance in helping to meet foreign requirements.

6, 7. I have no time to take close observations of foreign tariffs, that is a matter my customers must take care of themselves; they pay the duty, not I. Neither can I say to what extent the removal or reduction of the customs duties abroad would extend my trade. I believe these duties have much less bearing on the matter than is generally supposed.

8. I only commenced business six years ago; my export turnover now reaches about \$250,000 per year.

9. Improvements in devices for manufactures have cheapened most articles I export.

10. The greater advantages foreign merchants and traders possess are their better and more direct means of communication and transportation. Foreign—that is, European—labor is much cheaper by the hour than American, but the cost of the result of the labor does not proportionately vary; for instance, shoes made in this locality cost per pair only about one-half for labor as compared, say, with Northampton or Leicester, the shoe centers of England, although the weekly earnings of the Massachusetts shoemaker amount to nearly twice as much as his English cousin; so that what advantages British shoe exporters possess as regards transportation are more than counterbalanced by our cheaper means of production.

11. In every way I, and everybody in this locality earnestly wishing for foreign business in shoes and kindred articles, can compete with the world.

12, 13. If reciprocity means a lowering of our tariffs to a favored few nations, I am in favor of it as far as it goes, and the larger the number of "favored nations" the more I am in favor of it, until we reach a condition when we can freely buy and sell with the whole world.

Crown Distilleries Company, San Francisco, Cal.

2. Manufacturers, dealers, exporters, and bottlers of spirits and wines.

3. Capital, \$750,000; average pay roll, 40 persons; annual output, \$1,750,000.

4. Market our product both home and abroad; proportion of export about 5 per cent.

5. Sell both direct to foreign dealers and through commission merchants.

6. Have worked and are working through foreign resident agents and through traveling salesmen; work in China, Japan, Australia, Hawaii, Central America, Mexico, and British Columbia. Are trying to reach South America, but transportation facilities from San Francisco not favorable.

7. As to discriminations or obstacles:

British Columbia. The Dominion of Canada obstructs the exportation of American spirits or any spirits from American ports by prescribing an unmerchantable package. Attached copies of correspondence explain the matter. The Secretary of State seems unable to provide a remedy. The remedy lies with Congress and with the President, under the tariff act of August 28, 1894, which empowers him to retaliate.

8. In Hawaii the spirit duty has been advanced to \$3.50 per gallon, and it is proposed to advance the duty on wines from 15 to 50 cents per gallon, and on beer from 15 to 30 cents per gallon. The United States have a reciprocity treaty with Hawaii.

9. The removal or reduction discriminately in our favor would give us a monopoly of the trade in our lines to the countries named in answer 6. It would be the greatest of boons to the vineyardists of our State.

10. Our output has not increased in six years.

11. Production cost has decreased; transportation has not.

12. Selling prices are lower.

13. Competition to countries named in answer 7 comes from Canada, Germany, France, and England.

14. Foreign competitors have no advantage in gross cost, that is, the cost of the product plus the labor employed. Germany, producing a poorer alcohol at a higher cost, pays an export bounty which prevents our competing. This affects not only the distiller, but also the farmer from whom the grain is bought. Their laws are assisting to exporters. The American exporter of spirits can not secure the cancellation of his export bonds by a filing of an outward bill of lading and clearance certificate, but is compelled to annoy the foreign buyer with the execution of a landing certificate and its attendant expense, something that is not imposed by any other civilized country. Reference is made to attached papers marked answer 14. Again, goods of American manufacture for consumption at sea are discriminated against and goods of

foreign production favored. See copies of H. R. bills 1211 and 1212 attached. You are referred to Hon. Grove L. Johnson, House of Representatives, and Hon. Geo. C. Perkins, United States Senate, for explanation of position of proposed remedy.

15. Our quality is better and our prices no higher than foreign products.

16. The total product has not increased.

17. The surplus for export is large and could be moved if assisted. Inability to do so has created depression and low prices.

18. We were not injured by the repeal of the reciprocity treaty because our lines were not given free entry under same.

19. None, so far as respects our products. They could, however, be materially assisted by judicious treaties. Our vineyardists would not be compelled to seek cheap alien labor if markets were opened to them by favorable reciprocity treaties.

20. We do.

[Correspondence.]

DEPARTMENT OF STATE,
Washington, January 31, 1896.

SIR: Referring to previous correspondence relative to the discrimination by the Government of the Dominion of Canada against the United States in the matter of the restrictions imposed upon spirits exported from the latter to the former country, I have to acknowledge the receipt of your letter of the 14th instant on the subject.

Your representations in regard to the matter having been carefully considered, the Department has reached the conclusion that your complaint is one which properly should be submitted to the legislative branch of the Federal Government by a petition to Congress.

I am, sir, your obedient servant,

RICHARD OLNEY.

E. R. LILIENTHAL, Esq.,
President of the Crown Distilleries Company,
100-102 Front street, San Francisco, Cal.

SAN FRANCISCO, January 14, 1896.

SIR: I have the honor to acknowledge your esteemed note of January 7, with copies of your (1) letter of September 1, 1895, to the British ambassador; (2) letter of September 24, from the British ambassador to the Governor-General of Canada; (3) Canadian minute in council, of date December 2, 1895; (4) letter of December 31, from the British ambassador to yourself, and take due note of your advice that the order in council, section 12, caput 13, of the Consolidated Orders in Council, July 25, 1888, was adopted for the prevention of smuggling; is not, in fact, a discrimination against the United States, and does not preclude the transit of spirits from exempted countries through the United States. The Canadian order in council complained of reads:

"That brandy, gin, whisky, or other distilled spirits shall not be imported into any part of Canada in any undecked vessel, or in any vessel under the burden of twenty tons, registered tonnage, or in any vehicle by land other than a railway car, or in any package (except bottled spirits) containing less than one hundred gallons, wine measure, except that spirits may be imported in casks of not less than thirty-five imperial gallons' capacity, when for the purpose of being manufactured with other articles under regulations and surveillance of the department of inland revenue: *Provided, however,* That such spirits may be imported direct from Great Britain and other European countries, and from any British colony and from the West Indies Islands, in packages of not less capacity than half octaves, or in glass."

It is a modification of the order of June 14, 1883, which I quoted in my letters of August 26 and those following. It distinctly reenacts the discriminating clauses. It prohibits the importation into Canada of spirits in packages of less than 100 imperial gallons' capacity (except bottled spirits) unless imported "direct from Great Britain and other European countries, and from any British colony, and from the West Indies Islands," etc. That is to say, spirits shipped from any European country direct to any part of Canada will be permitted entry "in packages of not less capacity than half octaves" (10 gallons), but if imported from the United States

they will not be permitted entry except in an unwieldy and unmerchantable package, containing not less than 100 imperial gallons' capacity.

As the amount of spirits manufactured in the Orient is quite small, and its consumption equally so, and as this country is the only spirit-producing country not favored by the exemption in the order, it does not seem unjust to characterize the order as intentionally discriminating against spirits the product of the United States.

It may be not improper to draw your attention to the fact that spirits are largely distilled in Canada, enjoy a considerable sale in the United States, and that no restriction whatever as to size or style of package is imposed on Canadian spirits when entered either for consumption in the United States or transit through same. It can not be contended that spirits produced in the United States and withdrawn from distillery bonded warehouse, thence taken in bond to a port of export, and there laden and manifested for any part of Canada could be smuggled into Canada, particularly where the custody of such spirits is constantly under the control of the officers of our Government and under a system stricter and more rigid than that imposed by any other country in the world.

The producers of spirits in the United States are quite as desirous of exporting their product to Canada as are the Canadian producers to do so to the United States, and there can be no good reason why American manufacturers should not be assisted by their Government in excluding Canadian products by onerous and restrictive provisions if American products are not to enjoy in Canada equal favors with other European countries and equal privileges to those enjoyed by them in the United States.

The order does "preclude the transit of spirits from the exempted countries through the United States to Canada," as stated by you in your note to the British ambassador of September 1, 1895, and such interpretation is made by the acting commissioner of customs at Ottawa, as shown by copies of telegrams exchanged and quoted.

TELEGRAMS EXCHANGED BETWEEN HON. F. E. KILVERT, ACTING COMMISSIONER OF CUSTOMS, OTTAWA, ONTARIO, CANADA, AND CROWN DISTILLERIES COMPANY, SAN FRANCISCO.

August 23, 1895.—Sent:

"Can French brandies, Holland gins, Irish and Scotch whiskies, in quarters and octaves, have entry in British Columbia, bonded here and exported in transit? Answer. Collect."

August 23, 1895.—Received:

"No."

Quarters contain 40 American gallons (about 33 imperial gallons) and octaves 20 American gallons (say about 17 imperial). French brandies and Holland gins come from European countries. Irish and Scotch whiskies come from Great Britain. These spirits, when entered into bond in the United States on arrival from a foreign port and then exported out from a United States customs bonded warehouse to Canada, are not, by the "order in council," permitted entry because not in packages of not less than 100 imperial gallons.

Surely the American manufacturer is entitled either to the assistance of his Government toward the removal of an onerous restriction, so as to be able to compete in the Canadian market, or be assisted by equally onerous provisions in making difficult Canadian competition in our home markets.

I submit the matter for your further esteemed consideration, and have the honor to remain,

Very respectfully,

E. R. LILIENTHAL.

Hon. RICHARD OLNEY,
Secretary of State, Washington, D. C.

DEPARTMENT OF STATE,
Washington, January 7, 1896.

SIR: Referring to your letter of the 26th of August last, relative to the alleged discrimination by the Canadian Government against the importation of distilled spirits from the United States into Canada, and to the subsequent correspondence on the subject, I now inclose for your information a copy of a note from the British ambassador at this capital, dated December 31, 1895, with accompanying copy of a Canadian minute in council on the matter, from which it appears that the Canadian

regulation to which exception is taken has been in force at least since the confederation in 1867, and that, being adopted for the prevention of smuggling, it applies to importations from other sources than the United States. If there is in fact no discrimination against this country, it does not appear that any ground for complaint exists.

I am, dear sir, your obedient servant,

RICHARD OLNEY.

E. R. LILIENTHAL, Esq.,

President of the Crown Distilleries Company, San Francisco, Cal.

(Inclosure: From Sir Julian Pauncefote, December 31, 1895, with accompanying copy of Canadian minute in council dated December 2, 1895.)

[Inclosure.]

BRITISH EMBASSY,
Washington, December 31, 1895.

SIR: Referring to my note of the 11th ultimo and to previous correspondence respecting the complaint of your Government of an alleged discrimination against the importation of distilled spirits from the United States into Canada, I have the honor to inform you that I am in receipt of a communication from His Excellency the Governor-General of Canada, forwarding copy of a minute of his excellency's privy council, embodying the observations of the Canadian minister of trade and commerce upon the matter.

The minute, copy of which I have the honor to inclose, states that the regulation to which exception is taken has been in force at least since the confederation of 1867, and applies to importation from other sources than the United States.

It is further represented that the consideration which induced the framing of the original enactment, viz, the prevention of smuggling, has greater force at the present day, the incentive to smuggling being greater owing to the higher rates of duty on spirits, while the present regulations are less stringent.

It does not, therefore, appear expedient to the Dominion Government to cancel these regulations.

I have the honor to be, with the highest consideration, sir, your most obedient, humble servant,

JULIAN PAUNCEFOTE.

The Hon. R. OLNEY.

[Extract from a report of the committee of the honorable the privy council approved by his excellency on December 2, 1895.]

The committee of the privy council have had under consideration a dispatch, hereto attached, dated September 24, 1895, from Her Majesty's ambassador at Washington, transmitting a copy of a note from the Secretary of State of the United States, of date 21st September last, having reference to what he claims to be a discrimination against the importation of distilled spirits from the United States into the Dominion of Canada.

The minister of trade and commerce, to whom the matter was referred, reports that Mr. Olney, in his note, states that the Department has received a letter from the Crown Distilleries Company of San Francisco, alleging that the Canadian order in council of the 14th day of June, 1883, unjustly discriminates against the importation of distilled spirits from the United States, and he goes on to quote what he purports to be the provisions of the order in council in question, and remarks that the order embarrasses the export of spirits from the United States to Canada, as 100-gallon packages are unusual, and that it also precludes the transit of spirits from the exempted countries through the United States to Canada, since the admission of such packages is granted only to direct importations from the countries named in said order in council.

The minister states that the order in council governing the size of the packages of spirits which may be imported into Canada is to be found in section 12, caput 13, of the Consolidated Orders in Council, and bears date the 25th of July, 1888, and reads as follows:

"Sec. 12. (A) Brandy, gin, whisky, or other distilled spirits, shall not be imported into any part of Canada in any undecked vessel, or in any vessel under the burden of 20 tons registered tonnage, or in any vehicle by land other than a railway car, or in any package (except bottled spirits) containing less than 100 gallons wine measure, except that spirits may be imported in casks of not less than 35 imperial gallons capacity, when for the purpose of being manufactured with other articles under regulations and surveillance of the department of inland revenue; provided, however, that such spirits may be imported direct from Great Britain and other European countries, and from any British colony and from the West India Islands, in packages of not less than half octaves or in glass.

"B. Wine and malt liquors shall not be imported in any other conveyance than those above described, but may thus be imported in any of the packages usual, according to the ordinary custom of trade.

"C. Any spirits imported contrary or in violation of this regulation, or any part thereof, shall be seized and forfeited."

The minister further states that this order in council is based upon authority given the Governor-General in council by section 245, subsection (E) of the customs act as found in the Revised Statutes, 1886.

Prior to the consolidation of the statutes practically the regulations itself formed part of the customs act (vide 40 Vic., cap. 6, sec. 81, 1867), which reads as follows:

"Except in cases which by any regulation to be made by the Governor-General in council may be excepted from the operation of this section, all spirits (unless in bottle and imported from the United Kingdom or in bond from a bonded warehouse in some British possession) brought into Canada in casks or packages of less size than to contain 100 gallons, or in other than decked vessels of not less than 30 tons register, or that may be found on board of any vessel under such tonnage in any part of Canada, shall be forfeited, and the proof that any spirits landed in packages of less size than to contain 100 gallons, have been lawfully imported and entered, shall always be upon the person offering the same for sale."

The minister observes that this in turn appears to have been taken from some act in force prior to confederation, but it would serve no good purpose to attempt to trace it further back, the traditions of the Department being that its original enactment became necessary in order to prevent extensive smuggling of spirits into provinces which are now comprised in the Dominion of Canada.

The minister also observes, that it governs the importation of spirits from other sources than the United States, and that in consequence of the difficulty existing at the present day in preventing such smuggling, it does not appear to him that it would be expedient to cancel the regulation, the incentive to smuggle being greater now in consequence of the higher rates of duty imposed upon spirits than at the time of its original enactment, while the present regulations are less stringent than originally.

The minister further observes that the inference drawn by Mr. Olney, to the effect that the regulation precludes the transit of spirits through Canada, is erroneous, inasmuch as no restrictions have ever been placed upon such transit other than those applicable to other goods, and, in point of fact, large quantities of spirits are imported into Canada from foreign countries through the United States, and large quantities of United States spirits pass in transit through Canada.

The committee, on the recommendation of the minister of trade and commerce, advise that your excellency be moved to forward a certified copy of this minute, if approved, and of its appendixes, to Her Majesty's ambassador at Washington.

All of which is respectfully submitted for your excellency's approval.

JOHN J. MCGEE, *Clerk of the Privy Council.*

Sir Julian Pauncefote to the Earl of Aberdeen.

NEWPORT, R. I., *September 24, 1895.*

MY LORD: I have the honor to forward herewith to your excellency copy of a note as marked in the margin, which I have received from the Secretary of State, Mr. Olney, respecting discrimination against the importation of distilled spirits from the United States into the Dominion of Canada.

I have, etc.,

JULIAN PAUNCEFOTE.

The EARL OF ABERDEEN.

[Mr. Olney's note to Sir Julian Pauncefote.]

DEPARTMENT OF STATE,
Washington, September 1, 1895.

MY LORD: I have the honor to inform you that the Department has received a letter from the Crown Distilleries Company of San Francisco, Cal., alleging that the Canadian order in council of the 14th day of June, 1883, unjustly discriminates against the importation of distilled spirits from the United States into the Dominion of Canada.

The provision of said order on which the complaint of the Crown Distilleries Company is predicated is as follows:

"That brandy, gin, whisky, or other distilled spirits shall not be imported to any port of Canada in any packages (except bottled spirits) containing less than 100 gallons wine measure: *Provided, however,* That such spirits may be imported direct from

Great Britain and European countries and from any British colony, and from the West India Islands, in packages of not less capacity than octaves, or in glass."

This order not only embarrasses the export of spirits from the United States to Canada, as 100-gallon packages are unusual, but also precludes the transit of spirits from the exempted countries through the United States to Canada, since the admission of such packages is granted only to direct importations in the countries named in the order in council of July 14, 1883.

In view of the discrimination made by the Canadian authorities against the American merchants engaged in the trade in spirits, I have the honor to request you to do me the favor to bring this subject to the attention of Her Majesty's Government, and to express the hope entertained by the Department that the propriety of revoking so much of the order complained of as discriminates against the commerce of this country may be taken into consideration.

I have the honor, etc.,

RICHARD OLNEY.

54th Congress, }
1st Session. }

H. R. 1211.

IN THE HOUSE OF REPRESENTATIVES.

December 10, 1895.

Read twice and referred to the Committee on Ways and Means, and ordered to be printed.

Mr. JOHNSON, of California, introduced the following bill:

A BILL

To encourage the export of American manufactures.

Be it enacted by the Senate and House of Representatives of the United States of America in Congress assembled, That all articles of domestic production needed and actually withdrawn from bonded warehouses for consumption on any vessels engaged in foreign trade, or in trade between the Atlantic and Pacific ports of the United States, may be withdrawn from said bonded warehouses free of tax, under such regulations as the Secretary of the Treasury may prescribe.

Sec. 2. That all laws and parts of laws in conflict with the provisions of this act are hereby repealed.

54TH CONGRESS, }
1st Session. }

H. R. 1212.

IN THE HOUSE OF REPRESENTATIVES.

December 10, 1895.

Read twice, referred to the Committee on the Merchant Marine and Fisheries, and ordered to be printed.

Mr. Johnson, of California, introduced the following bill:

A BILL

To amend the act entitled "An act to remove certain burdens on the American merchant marine and encourage the American foreign carrying trade, and for other purposes," approved June twenty-sixth, eighteen hundred and eighty-four.

Be it enacted by the Senate and House of Representatives of the United States of America in Congress assembled, That the sixteenth section of the act entitled "An act to remove certain burdens on the American merchant marine and encourage the American foreign carrying trade, and for other purposes," be amended so as to read as follows:

SEC. 16. That all articles of foreign or domestic production needed and actually withdrawn from bonded warehouses for consumption on vessels of the United States engaged in the foreign trade or in trade between the Atlantic and Pacific ports of the United States may be withdrawn from said bonded warehouses, free of duty or of internal revenue tax, as the case may be, under such regulations as the Secretary of the Treasury may prescribe.

SEC. 2. That all laws and parts of laws in conflict with the provisions of this act are hereby repealed.

TREASURY DEPARTMENT, OFFICE OF THE SECRETARY,
Washington, D. C., January 14, 1896.

GENTLEMEN: Your letter of the 4th ultimo has been under consideration since its reception, and you are now informed, in reply, that the Department will permit a cancellation of bonds filed with the collector of customs on the exportation of dis-

tilled spirits from warehouse No. 6, on the evidence afforded by the outward bills of lading and clearance certificates.

A similar concession has been made in the case of a tobacco manufacturing warehouse recently established at Petersburg, Va., the bond being modified so as to include the above changes in regard to the required proofs of exportation, and the customs papers being made to conform in the respect mentioned with the bond.

When your application shall reach the Department the matter will receive the requisite attention.

Respectfully, yours,

C. S. HAMLIN,
Assistant Secretary.

CROWN DISTILLERIES COMPANY,
100 Front street, San Francisco, Cal.

SAN FRANCISCO, *February 19, 1896.*

DEAR SIR: We have the honor to acknowledge your letter of January 14, 1896 (6542-G), responsive to our letter of December 4, 1895.

We note with thanks the ruling that—

“The Department will permit a cancellation of bonds filed with the collector of customs on the exportation of distilled spirits from warehouse No. 6 on the evidence afforded by the outward bills of lading and clearance certificates,” and that as soon as our application shall reach the Department the matter will receive the requisite attention.

Will you please be advised that our application goes forward concurrently herewith, and we will esteem the issuance of instructions to the honorable the collector of customs at the port of San Francisco.

Very respectfully,

CROWN DISTILLERIES COMPANY.
E. R. LILIENTHAL, *President.*

Hon. SECRETARY OF THE TREASURY,
Washington, D. C.

TREASURY DEPARTMENT, OFFICE OF THE SECRETARY,
Washington, D. C., March 9, 1896.

SIR: The Department is in receipt, through Mr. E. M. Cleary, of this city, of your letter of the 19th ultimo, asking that the collector of customs at San Francisco may be instructed to cancel bonds covering goods exported from your bonded manufacturing warehouse in San Francisco on the evidence afforded by the outward bills of lading and clearance certificates instead of upon proof of landing abroad, as prescribed in the regulations of this Department of November 14, 1894, a copy of which is herewith inclosed for ready reference (S. 15442).

In reply, I have to state, as there is no statutory provision on which the Department could permit cancellation of bonds covering liquors exported from bonded manufacturing warehouse upon such evidence, your application is necessarily denied.

Under date of May 3, 1895, the Department prescribed regulations for the cancellation of bonds given on the exportation of tobacco from bonded manufacturing warehouses on evidence that the goods have been duly laden, under customs supervision, on board a foreign-bound vessel, have been entered on the outward manifest, and that the vessel and cargo have been duly cleared for a foreign port. This measure was based upon the provisions of the acts of June 8, 1880, and August 8, 1882, amendatory of section 3385 of the Revised Statutes, relating to tobacco and not to liquors.

Respectfully, yours,

S. WIKE,
Acting Secretary.

The PRESIDENT OF THE CROWN DISTILLERIES COMPANY,
San Francisco.

REPLIES
OF
COMMISSION AND EXPORT MERCHANTS
TO THE
INQUIRIES OF THE COMMITTEE ON WAYS AND MEANS.

THE JOURNAL OF THE

ROYAL SOCIETY

OF LONDON

AND THE

ASSOCIATION OF SCIENTISTS

COMMISSION AND EXPORT MERCHANTS.

CIRCULAR OF INQUIRY TO MERCHANTS.

COMMITTEE ON WAYS AND MEANS,
HOUSE OF REPRESENTATIVES,
Washington, D. C., March 4, 1896.

SIR: In order that they may give more intelligent consideration to pending and proposed legislation, the subcommittee of the Committee on Ways and Means of the House of Representatives in charge of bills relating to reciprocity arrangements and commercial treaties would be greatly obliged if you would forward them, at your early convenience, your views and suggestions and such information as you are able to furnish upon the following points, namely:

1. Give full name and address of firm or company.
2. Lines of trade.
3. With what foreign countries do you deal?
4. Have you made any direct effort to extend your foreign trade; and if so, by what means, with what success, and in what countries?
5. Are you aware of any discriminations or obstacles in the laws or customs regulations of any foreign country that restrict or prevent the extension of your trade; and if so, can you suggest any means by which they may be removed?
6. What changes have recently occurred in the tariffs of foreign countries so far as they relate to your line of exports?
7. How far would the removal or reduction of the customs duties imposed by foreign nations upon the merchandise in which you deal aid in the extension of your export trade?
8. What is the volume of your business compared with that of six years ago?
9. How do present selling prices compare with those of six years ago?
10. What advantages do your foreign competitors have over you in the cost of merchandise and in transportation charges to foreign markets?
11. To what extent can you compete with foreign merchants in quality and prices?
12. Was the general effect of the reciprocity treaties made in 1890 favorable or unfavorable to the export trade of the United States, and what was the effect of their repeal? (If your reply to this inquiry is based upon actual experience, please give details as fully as possible.)
13. Do you favor the application of the reciprocity principle to future tariff legislation, and the enactment of a general law authorizing the President to negotiate reciprocity treaties with both European and American nations, so far as possible?

These inquiries have been forwarded to several firms and corporations engaged in the export trade, and the replies are intended for publication with a report which the Committee on Ways and Means will make to the House of Representatives; but, if so desired, any information received will be regarded as confidential. All values should be expressed in United States gold, and all quantites in our weights and measures.

Any suggestions or information of value bearing on these subjects that is not called for by the above inquiries will be appreciated.

I am, sir, your obedient servant,

A. J. HOPKINS,

Chairman Subcommittee on Reciprocity and Commercial Treaties.

REPLIES.

Cone Export and Commission Company, New York, N. Y.

The undersigned, not being able to appear before your committee in person, takes pleasure in giving you the following information:

Since February, 1892, this company established an export department, appointing the undersigned manager, in consequence of a successful trip he made for the company to Brazil, at which time the reciprocity treaty was in force. From February until December, 1894 (when the treaty was repealed), we shipped to Brazil \$165,006.72 worth of colored cotton goods manufactured by cotton mills located in North and South Carolina. The effect of the repeal is shown by the fact that in 1895 we only succeeded in shipping \$34,006.75, a decrease of over \$130,000.

You can safely estimate that if the treaty had continued in force, our business in 1895 would have been at least \$350,000 to \$400,000, and my assumption is based on the fact that to all other countries where we exported in 1894 our business was doubled and even trebled in 1895, Brazil being the only country where our business fell off. It must furthermore be taken into consideration that in Brazil we had not only to pay the 25 per cent differential duty, which we enjoyed under the treaty, but furthermore the Brazilian Congress enacted a law by which it increased the duties, and in January of this year a further increase was decreed—this, however, not against American goods alone, but it affected all cotton goods imported. The reason this law was enacted was to protect a large number of cotton mills which were built in Brazil during 1894 and 1895.

The class of American cotton goods exported at present to Brazil is principally such as they can not manufacture themselves.

In Santo Domingo our trade in 1894 was \$15,162.52; in 1895 it was \$33,553.89; an increase of about \$18,000. This is explained by the following fact: That in 1894 we only had a limited number of customers in that island, while in 1895 we extended the number to about five times as many as we had in 1894. Had the reciprocity treaty continued in force we should have done in 1895 at least \$100,000 worth of business. Comparing the number of customers we had in 1894 with those we secured in 1895, each customer with whom we did business in 1894 bought from us only one-third of what he had bought in 1894, so had we not increased our list of customers in 1895 our business would probably have been lost entirely.

In 1895 we established business in Puerto Rico, and succeeded in shipping about \$8,000 worth of goods. We can only ship one or two lines to that market, because of the very high duties prevailing there protecting the import of goods made by the Spanish mills, and from Cuba we are entirely excluded, because the few articles we sell in Puerto Rico are of such a poor quality that they are not used in Cuba, where a better class of goods only are salable. What we have stated above is in lieu of a personal hearing.

CONE EXPORT AND COMMISSION COMPANY, 105 FRANKLIN STREET, NEW YORK, N. Y.

2. Colored cotton goods.

3. We are not manufacturers; we represent about forty cotton mills, the combined capital of which we do not know, nor number of persons employed. Our corporation's capital is \$1,000,000. Employees and travelers, about fifty. Annual sales, six millions.

4. At home and abroad we find our market. One-twentieth abroad.

5. We sell both direct and through commission houses.

6. We have secured all our export trade through travelers who have been sent out to Brazil, Argentina, Chile, Bolivia, all Central American Republics, Colombia, Venezuela, Haiti, Santo Domingo, the most important islands of the English and Danish West Indies, Honolulu, China, and Japan. With the exception of our China and Japan traveler, all the others were a success. We have had as many as six men traveling at the same time, at an expense of about \$2,500 a month.

7. With the exception of the French colonies, where our goods pay a higher duty than similar goods imported from England, we do not know of any.

8. With the exception of the increase of duties in Brazil, we do not know of any changes.

9. Unless a considerable reduction can be made in the duties it will not aid business materially. The removal of such duties would, of course, extend our export trade to at least ten times its present proportions.

10. We were not in business six years ago.

11. We refer to the preceding.

12. We refer to the preceding.

13. In every foreign market where we have so far done business we have met principally with English competition, but also with other European manufacturers.

14. It is an established fact that the wages are very much lower in England and Europe, and they secure cheaper freights. For example, we can ship goods from New York to South Brazil via Hamburg cheaper than we can ship them by direct steamer from New York. There is furthermore the inconvenience that goods shipped from New York to the south of Brazil are transshipped at Rio de Janeiro, and the Brazilian Government compels the merchants in the south of Brazil to pay duties at Rio if such goods are transshipped there, while when they are sent via Hamburg they reach their destination direct.

15. In similar quality goods we can compete with foreign markets, but in a great many of the foreign markets the largest proportion of goods used is of an inferior quality to those our manufacturers are prepared to make, due to the higher wages in this country, as it would not pay.

16. It has increased largely.

17. We are not in a position to answer this question except so far as the mills which we represent are concerned. If they were to produce to their full capacity, we should be able to dispose of \$1,500,000 worth of goods for them for export instead of \$300,000, which we are exporting now.

18. The effect was favorable; the repeal caused a considerable falling off of trade in our line.

19. Not in our line. In regard to 18 we have given you detailed information in another letter.

20. Yes.

English and European exporters have great banking facilities, which enable them to grant a long term of credit to their foreign customers, because they are able to sell their paper to banks who have branches in foreign countries, but the American export merchant or manufacturer who does his export business himself can not obtain these advantages, because of the lack of such banking facilities, and has therefore to sell his goods either against cash or on short credit.

If a bank were to obtain a charter in this country, authorizing the establishment of branches all through South and Central America as well as Mexico and other foreign countries where the business would warrant it, then we would be able to grant our foreign customers equally as long credit as they now get in Europe, and that would in itself, of course, largely increase our business.

We make this statement from actual experience, because as soon as we have commenced to grant credit to some of the largest houses in South America our business has increased, and many of the foreign houses would not have bought from us at all if we had compelled them to send orders through a commission house, because they do not wish to pay the extra commission for the purpose of obtaining a credit, but they want to deal direct with the manufacturers' agents, if possible.

Replying to your circular containing four interrogations, we beg to express the following opinion:

First. The effect of the reciprocity arrangement was favorable.

Second. The repeal caused the loss of at least 66 per cent of the business obtained during the existence of the treaty.

Third. It is both expedient and advisable to apply the reciprocity principle to future tariff legislation and to enact a general law authorizing the President to negotiate reciprocity treaties with foreign nations so far as possible, and not only to reinstate the treaties which existed before, but to try to establish them with Colombia, Venezuela, and the Argentine Republic as well. These countries are very large consumers of European goods.

Fourth. A great deal can be accomplished if a competent consular service is established. Whenever possible, American merchants of good standing, established in foreign countries, should be appointed consuls in preference to persons who have no knowledge of commercial routine, and who very often have no knowledge of the language of the country where they are sent, which is an obstacle to their obtaining, by personal investigation, some of the most important details needed by the merchant at home who contemplates extending his export trade.

All European consuls furnish such information with the greatest detail and care, while American consuls very often can not supply this information from lack of knowledge, and because the majority of those appointed are unfitted for the position.

William E. Peck & Co., New York, N. Y.

2. General exportation of American products; our leading lines being, first, cotton goods; second, electrical machinery and supplies; third, general hardware.

3. Great Britain, France, Germany, Austria, Australasia, Mexico, Central America, Chile, Argentine Republic, Uruguay, and Brazil.

4. Yes; by means of resident agents and branch offices carrying stocks of particular lines we are interested in selling. These efforts have been particularly successful in London, Melbourne, and Sydney.

5. No.

6. No answer.

7. Materially so; probably doubling or trebling our trade with some countries—as, for instance, with Brazil.

8. $33\frac{1}{3}$ per cent greater.

9. Materially lower, especially in hardware and electrical apparatus and machinery.

10. Our foreign competitors have a decided advantage over us in the matter of both slow and fast steamers to the west coast of South America, and especially to Australasia. We feel we are very much handicapped through lack of a steam service from New York to the principal Australian ports. We firmly believe that even a monthly line of steamers from New York to Australian ports would double our business to that country. There are many lines of American goods, the cost of which, although the prices are on a par with the prices of the competing continental article, yet are shut out simply because of the higher cost of freight. This is particularly true of coarse, cheap goods, where a difference of one or two dollars in the rate of freight is a large percentage on the cost of the article.

11. Quality and good value considered, our prices compare favorably with those of many foreign merchants. Unfortunately, however, price in many foreign markets is a greater factor than quality.

12. Decidedly favorable especially as regards our trade with Cuba and Brazil. The repeal of these reciprocity laws was severely felt in the case of trade with both these countries. We should say that our business with Brazil fell off two-thirds the year after the reciprocity treaty with Brazil was ended.

13. Decidedly, yes. We are more and more convinced that what we want is not free trade, but fair trade, and writer makes this admission after having been for fifteen years an ardent free trader.

Smith, Hogg & Gardner, New York.

2. Dry goods commission, for the sale of cotton fabrics and carpets, representing as selling agents the Boott, Massachusetts, Tremont, York, and Everett cotton mills, located in New England.

3. China, Japan, South America, Central America, Mexico, Honolulu, and Africa.

4. We have made no effort to extend our trade beyond the forwarding of samples of our fabrics through the American commission houses representing foreign houses, which we are doing continually.

5. In the matter of purchases by Cubans, consequent upon the heavy duties laid by Spain upon imported merchandise of other than Spanish

manufacture, it is necessary for our buyers to ship American goods to Spain for transshipment thence to Cuba.

A more specific reply to this fifth inquiry should be obtained from the American representatives of foreign houses in this country; and they are practically the only firms competent to reply intelligently to queries 6 and 7, as we do not deal directly with these markets.

8. Our export business, as compared with that of six years ago, is much larger.

9. Materially lower.

10. The main advantage possessed by foreign manufacturers is in the lower cost of labor. Regarding transportation charges, the bulk of the freight is forwarded in foreign bottoms, and even when (as is frequently the case) heavy shipments are made from Lowell to the west coast of America for transshipment to China or Japan, the goods are carried over the Canadian Pacific, presumably owing to lower rates of freight.

11. Superior mechanical contrivances enable us to compete successfully with the foreign manufacturer in fabrics, wherein the element of labor is not a large percentage of their cost.

12. We decidedly favor reciprocity treaties with such countries as require our manufactured articles, those heretofore existing having undoubtedly tended to the encouragement of American manufactures.

Pomares & Cushman, New York.

2. Shipping and commission, which necessitates exporting and importing.

3. At present chiefly with the five Republics of Central America.

4. We have in the way of shipping by our line of sailing vessels around Cape Horn, to the Central American Republics, and with fair success.

5. These countries do not discriminate against the United States; on the contrary, we think they are inclined to give us preference over other countries.

6. Since the abrogation of the reciprocity treaties the former duties have been generally imposed on most articles which were free.

7. We believe that the reduction of duties on articles, such, for example, as petroleum, mineral coals, soap materials, such as tallow, rosin, etc., would double the trade in a short time.

8. The volume of our business has not increased during the past six years. It is about the same, a reduction of the commission shipments and an increase of exports on our own account.

9. Present prices are considerably less than six years since; we may safely say from 25 to 30 per cent.

10. Our foreign competitors all give long credits—from six to nine months. We can not do this, as most of the merchandise we export has to be paid for within a few days after delivery. Their freights by sailing ships and by steamers are decidedly cheaper than from this country.

11. Goods of European manufacture are generally cheaper than ours, but then the quality is usually inferior.

12. The reciprocity treaty was extremely favorable to our trade, especially with Cuba.

We exported to Cuba to the amount of \$6,000 to \$7,000 per month in provisions, and the demand for manufactured articles was rapidly increasing; all of which ceased suddenly when the treaty was abrogated. We are sure that our trade would have increased threefold in a few years had we had time to demonstrate all its advantages to our correspondents.

13. We are firm believers in the reciprocity principle with Spanish America, but not with European countries.

We omitted in the proper place to state that the Republic of Salvador has recently imposed a tax (additional to the duties) of 75 cents a cental (100 pounds) on all imported goods, including coal, so that a ton of coal of 2,240 pounds, that cost—say, bituminous coal—about \$2.05 at the railway pier in New York Bay, pays \$16.80 tax, equal to \$8.40 United States gold. All the chief products of that country are admitted to our country free of duty.

Rothschild Bros. & Co., New York.

2. Importers of buttons, agents for Jacquot & Co.'s blacking, and several pharmaceutical products.

3. Yes; France, Germany, Austria, England, Italy.

4. Yes; particularly Canada.

5. Canada, changing its tariff rates without due notice, has entailed severe losses upon our firm. We believe that this should be considered in the next commercial treaty with that country.

6. Canada raised the duties on goods that we actually had in transit, and invoices for which were already in the hands of our Toronto office.

7. Yes; import orders had been taken on goods, and the changes, of course, entailed considerable loss upon us.

8. Importations in 1890 were stimulated by the McKinley tariff, and since that time imports have been much less.

9. In consequence of the foregoing (No. 8) prices had to be considerably increased, and everything in our line was selling much higher than at the present time.

10. We have no chance with England and other countries, and can not compete with them on imported merchandise. This is due to the fact that we are not allowed to break bulk and also owing to the better shipping facilities, etc., enjoyed by those countries, and which we do not possess.

11. We are unable to compete with foreign merchants, either in quality or in price, for the reasons stated in the foregoing (No. 10).

12. We have had no actual experience, and can not state.

13. We have no experience, as stated, but it is our individual opinion that trade with foreign countries, particularly those lying near our own, could be increased to a great extent by reciprocity treaties.

In reply to your invitation, we would suggest, as merchants of over forty years' standing, that in our opinion the present tariff is a fair one and we believe it would be in direct opposition to the commercial interests of this country and the American people to inaugurate any agitation in the line of tariff revision, whether for higher or lower duties. We believe it would thoroughly unsettle business, induce dissatisfaction among all classes, and militate against us abroad.

A. M. Seixas, New York.

2. Export and import commission business.
3. Cuba, Puerto Rico, Trinidad (West Indies), Venezuela—principally Spanish colonies.
4. Constant efforts to extend the trade by correspondence and by travelers.
5. In said Spanish West Indies Islands discriminating duties in favor of Spanish products as against those from this country restrict and prevent the extension of business with them. Such restrictions may in great measure be removed by reciprocity treaties like those made by the late Mr. James G. Blaine. The liability of all merchants here to absurd and very grievous custom-house fines in the Spanish West Indies are to be complained of, as they are inflicted even for evident clerical error on goods entitled by law to free entry, without appeal except to the authorities at Madrid, entailing time and heavy expense. A correction of such an evil should be insisted upon in future commercial arrangements with Spain by the simple devices of allowing to the importer forty eight hours after arrival of vessel for post-entry correction of errors and of the remission of fines to him upon his offering to pay and paying the full duties, if any, according to custom-house tariff in force at the time. On goods entitled to free entry, however, no fines whatever to be imposed for errors.
6. About a year ago the lower duties in virtue of the reciprocity treaty were again raised in Cuba and Puerto Rico, on abrogation of same.
7. Reduction of the customs duties would without doubt increase trade with the said Spanish-speaking countries, as thereby would be more equalized the laid-down cost of the American and Spanish products; also the cheapening of cost would increase consumption.
8. The volume of business has decreased through abrogation of the reciprocity treaty and through too low prices of sugar.
9. Prices of American provisions are very cheap now. Those of sugars, molasses, and coffees are at present on a paying basis.
10. Our Spanish competitors enjoy the advantage of greatly discriminatory duties in their colonies. On manufactures of iron and cotton, etc., Great Britain and the Continent are lower in prices than the United States, notwithstanding the fact that we are the chief raisers of cotton, which is transported to Europe to be reexported in its manufactured state thousands of miles, and that we have abundance of coal, etc. One of the largest concerns in this country, on furnishing me recently with estimates for railroad-bridge work and for rails, said, at the same time, that Europe could beat him in prices. On ocean freights, I doubt whether foreign competitors can furnish lower rates to South America and West Indies, especially West Indies.
11. Quality of American manufactured goods is generally superior to that of Europe; prices, however, are, as a rule, lower in Europe.
12. The effect of the reciprocity treaty of 1890 was favorable to the export trade of the United States, for it increased it; but on the contrary that of its repeal, because it reduced it again. This is based on actual experience.
13. I favor the application of the reciprocity principle, the importing country to be debarred from increasing internal taxes on merchandise imported under its provisions with the object of thereby counterbalancing the loss of customs revenue caused thereby.

Kunhardt & Co., New York.

2. Foreign commission, both export and import.

3. Principally Venezuela, Colombia, and Haiti.

4. We are continually making legitimate direct efforts to extend our foreign trade. The means employed are extension of credit facilities to the merchants in Venezuela, Colombia, and Haiti; close study of their needs and the employment of competent representatives to travel in those countries to post us on such needs and conditions of trade there. Through these efforts we have been successful, having gradually and continually increased our trade with them.

5. We are not aware of any discriminations or obstacles in the laws or customs regulations of those countries. To the best of our knowledge we enter their markets on an equal footing with other foreign nations.

6. We know of none.

7. The nations will buy their imports in the cheapest market to them; the greater their tariff reductions on American goods, the greater will be their purchases here, other conditions remaining the same.

8. Eighty per cent increase.

9. Provisions are about the same; they have varied considerably during the last six years, according to market fluctuations; hardware, manufactures of iron, dry goods, and most all manufactured goods have steadily declined and are now considerably lower in price.

10. None. Our main exports being provisions we have a decided advantage over foreign competitors. Transportation charges are also considerably in our favor, owing to our closer proximity. European manufactured goods are put in those markets at lower prices and to a greater extent, mainly because the European merchants and manufacturers, not having such an advantageous home market as the United States merchants and manufacturers, have cultivated the foreign trade and cater to the foreign markets in every way possible. Our experience has been that during hard times in the United States American manufacturers and producers seek customers in foreign countries, and with returning prosperity to the United States abandon the markets obtained during depressed conditions, finding the home market temporarily much more lucrative than markets where they have to compete with other nations.

11. Leaving provisions aside, where we, of course, have greatly the advantage, we find that in prosperous times in the United States we can not compete in prices with the more stable markets abroad. As to quality we find the productions here, when they are known, answer the purpose fully as well as productions of other countries. The main difficulty we have experienced has been that manufacturers in the United States only desire foreign business when home conditions are depressed, and that they do not cater to foreign demand as to its minor requirements, style, form, packing, and other details which are thoroughly studied and conformed to by European manufacturers. The general idea among the manufacturers here seems to be that what goes in the United States should go anywhere else, failing to comprehend that the way to obtain a permanent foreign outlet is to conform to the peculiarities and prejudices of the people with whom they wish to trade.

12. The general effect of the reciprocity treaties of 1890, in our opinion, was unfavorable to the trade of the United States. Our own trade with the three countries we deal with was not materially affected, although they were the three countries against which the discriminating duties

were enforced. In the case of Haiti, the volume of export was just as great proportionately during that time as though the discriminating duty was not enforced against her. Her production of coffee was sold without any disadvantage in Europe, the same as it has been previous to such discrimination, and is now, after the discrimination has been taken away. With Venezuela and Colombia, those countries found that they needed our food products, and continued to buy them here the same as they did previous to our discrimination against their coffee, and have since its withdrawal. These latter countries unquestionably suffered through the duty of 3 cents being put on their coffees in this market. The United States being their main outlet for their coffees, they had to seek new markets, and their coffee was sold in Europe much below its intrinsic value. While they suffered loss through this, the United States was caused a corresponding and even greater loss, inasmuch as the diversion of the coffee of those countries to Europe forced this country to enter the Brazil and other markets in a larger scale than previously, and led to an enhancement of the value for all kinds which replaced the coffee discriminated against in our market. From those countries our own business was somewhat detrimentally affected through our having to reship and sell in Europe goods consigned to us and discriminated against here, and to pay commissions abroad for the sale of those goods, which, under normal conditions, we should have retained here. Undoubtedly we gained some benefit by increased exports to some of the countries with which we entered into reciprocity, but our gain was not at all commensurate with the advantages this country conceded them. We feel satisfied that had no treaties been in force our export trade would have been larger than previously (during the time they operated) on account of the depressed conditions ruling here and the low prices of all products, both food and manufactured.

13. We favor the application of equitable and, if possible, general reciprocity. We do not favor the enactment of a general law authorizing the President to put such treaties into effect with power to abrogate them at his discretion, since this would expose us to sudden changes that are always detrimental to commerce.

The foregoing replies are based on a long experience in the export trade, and are confined strictly to the facts as we have found them. The trade with foreign countries is a difficult and complex business, needing application and study to a greater extent than the home market. In the fifty years' experience of our house competing in markets controlled by European capital and industry, we have not felt the necessity of governmental interference or assistance. We have found, on the contrary, that such interference, whether it be in the nature of subsidies to vessels or so-called reciprocity treaties of the type recently experienced, has been detrimental to legitimate business transactions. The export trade with our neighbors to the South, in our opinion, can not be acquired by coercion nor by political measures formulated through the exigencies of party politics, and to satisfy the demands of classes utterly unacquainted with the primary requirements and conditions of the countries with which they wish to trade. The primary question in the markets desired is the question of credits. They are principally debtor countries, and need foreign capital to do their business. They obtain these credits largely in Europe, and naturally their business goes to the people who provide them with the funds, especially so if, in addition the people who furnish the funds, cater to them in every way imaginable, manufacturing and producing for them steadily in such styles and forms as their needs require, and generally doing everything in their power to hold their trade as a desirable permanent

acquisition. As statistics show, this country has been making progress in those countries, and must continue to do so. We do not think that it can be forced. It is natural that markets controlled for so long a time by European countries can only be entered gradually, as we understand more fully their requirements, and as the necessities of our home producers compel them to conform to such requirements and be satisfied with profits, not based on the standard of the United States markets, but on the standard satisfactory to their competitors abroad. We think our home producers are fully competent to attain those markets in time and hold them, but the process will be a gradual one, to be attained only by close application to the needs of the markets desired, and by our ability to extend the credit facilities now accorded them in Europe.

The consular service that we have formerly had with foreign countries has been much inferior to that of European nations, and we think our commerce would be greatly benefited if a better class of men should represent us in those positions. It seems to us the prime requisite for such an officer should be some knowledge of foreign commercial business and sufficient intelligence to discern the movement of commerce in the countries he is accredited to, so that the benefit of full information from him can be at the disposal of his home Government and its merchants.

Theo. Herrmann, New York.

2. General commission business. During the last twenty years I have given special attention to the purchase of American (United States) manufactures for export.

3. Mexico and Costa Rica, mainly; also with Guatemala, Uruguay, and Manila.

4. I have for thirty-eight years been connected with the Spanish-American trade. During 1858 to 1867 I resided in Mexico, and since then in New York.

5. There are no special discriminations against trade with the United States in any of the countries with which I am connected in business as far as I know. The duties imposed are, in my opinion, needed for revenue purposes and are by no means arbitrary imposts.

6. No changes have been made of sufficient importance to influence trade materially. In Mexico the duties are paid in silver, which declined in value about 30 per cent during the last six years, and the decline in the value of the Costa Rica bank currency, in which Costa Rica duties on imports are paid, was still heavier, while the nominal imposts remained in their majority unchanged, and were in Mexico, in some instances, even reduced. It is natural, however, that the depreciation of the currency influenced imports unfavorably, especially in Mexico, where a vigorous home industry received additional protection by this depreciation.

7. I do not consider an important reduction of such duties of practical possibility.

8. I notice a reduction in exports of cotton goods to Mexico, owing to a more favorable competition of home manufacturers. There is no material change, but rather an increase, in articles not produced in Mexico. Exports to Costa Rica were, I think on the main, increasing.

9. Generally speaking, I think that prices are lower than in 1890, but it is impossible to follow their range with the great variety of articles.

10 and 11. We can only export such articles of manufacture where

machinery supplants the human hand very largely and which have a large home consumption. Wherever special adaptation to the needs of foreign countries is required the cost is increased out of proportion with European manufactures of the same kind, owing to the higher wages paid in the United States, and no change is, in my opinion, likely to occur in this respect nor desirable for the nation as a whole.

Freights to Mexico and Costa Rica are on a competitive basis with those from Europe. For the west coast of these countries some goods are still shipped from here to Europe in order to be sent round Cape Horn on sailing vessels, which would otherwise go partially empty.

12 and 13. I think that the principle of reciprocity can only be beneficial, but without forcing the policy upon foreign countries beyond the representation of mutual interest.

I can only answer your questions in a general way, as any details would require close investigation to be of any practical value. When we observe our own large imports of European manufactures, notwithstanding our high duties, it must only be a matter of surprise that our exports of manufactures are not smaller than they really are. We supply the wants of the masses both at home and abroad, but must necessarily stand back wherever the needs of the so-called better classes come in question, owing to the larger proportion of patient, manual labor which they necessitate.

Comparison of the movement of silver during the calender years 1894 and 1895.

[In millions of fine ounces.]

UNITED STATES.

	1894.	1895.
Imports:		
Mexico, including ores.....	24.30	34.10
Other countries, including ores.....	3.59	3.26
Total	27.89	37.36
Exports:		
Great Britain.....	50.80	58.00
Continent of Europe.....	.69	.66
Asiatic countries.....	20.00	19.58
Mexico.....	.82	.78
Other countries.....	2.29	3.80
Total	74.60	82.82
Net exports	46.71	45.46
Total foreign silver exported	27.89	37.36

GREAT BRITAIN.

Imports:		
United States.....	55.80	60.81
France, Germany, and Belgium.....	9.43	7.23
Other countries, including ores.....	38.28	25.98
Total	103.51	94.02
Net imports	9.84	16.27
Silver exported	93.67	77.75
Exports:		
Asiatic countries.....	77.31	48.63
Continent of Europe.....	10.58	22.73
Other countries.....	5.78	6.39
Total	93.67	77.75

Exports to Russia during 1895 exceeded those of 1894 about 9,300,000 ounces, while France took 7,000,000 more than in 1894.

Comparison of the Mexican coinage and exports of Mexican dollars during the fiscal years ending June 30, 1878 to 1895.¹

[Values in millions of Mexican dollars; and annual averages, when stated, in periods.]

	Coinage.	Exports.	Retained.
1878-1882	23. 61	15. 21	8. 40
1883-1887	25. 83	23. 66	2. 17
1888-1892	25. 20	21. 34	3. 86
1893	27. 17	27. 17	-----
1894	30. 18	17. 38	12. 80
1895	27. 63	17. 08	10. 57

¹ Data kindly furnished by Mr. H. Wilmanns, Mexican consul, Berlin.

Production of silver in the Western World.

[In millions of fine ounces.]

	1894. ¹	1895. ²
United States.....	54. 07	54. 00
Mexico	47. 04	50. 00
Other American countries.....	33. 40	28. 00
Australasia.....	18. 07	14. 00
Europe	17. 78	17. 00
Total	170. 36	163. 00

¹As stated by Director of United States Mint.

²General indications; subject to correction.

Distribution.

	1894. ¹	1895. ²
Asiatic countries, shipments from Great Britain and United States.....	97. 31	68. 21
United States, for industrial purposes.....	7. 36	8. 54
Mexico, increase of circulation and reimport.....	11. 00	9. 00
Great Britain, net imports.....	9. 84	16. 27
France, net imports of bullion and ores, adding home production.....	9. 69	16. 50
Russia, net imports of bullion and home production.....	11. 32	20. 00
Austria-Hungary, net imports of bullion and home production.....	5. 08	5. 00
Germany, amounts smelted in Germany less net exports of bullion.....	7. 91	8. 00
Other countries.....	10. 85	11. 48
Total	170. 36	163. 00

¹Official figures.

²Estimates; subject to correction.

There were undoubtedly about 10,000,000 ounces speculatively held in Great Britain at the end of 1895, while it is questionable whether the larger imports of France during 1895 are for speculative purposes, or in connection with coinage for her Asiatic possessions.

Russia is evidently preparing a subsidiary coinage in order to withdraw small notes.

Distribution of silver since the cessation of German sales.

[Annual averages in millions of ounces, and gold values in millions of dollars.]

	1881-1885.		1886-1890.		1891.		1892.		1893.		1894.		1895.	
	Ounces.	Value.	Ounces.	Value.	Ounces.	Value.	Ounces.	Value.	Ounces.	Value.	Ounces.	Value.	Ounces.	Value.
Purchases of United States for monetary use	22	25	28	27	54	53	54	48	39	32	.....	.....	.....	.....
British India, excluding the Straits.	26	29	34	33	31	30	49	43	44	35	40	25	27	18
Absorption by other Asiatic countries	14	16	14	14	13	13	31	27	44	33	57	36	41	27
Industrial demand in the Western world, coinages in Europe, etc....	28	31	36	35	48	47	31	27	43	34	73	46	95	62
Total	90	101	112	109	146	143	165	145	170	134	170	107	163	107

In 1891 purchases of Spain and Portugal were an important factor of demand. Deliveries for United States purchases ceased on 5th November, 1893.

It is unfortunate for the Mexican trade, and others whose interests require stability in the price of silver, that speculation took hold of the metal during 1895. The net exports from the United States compare as follows before and after the rise in price with the same periods in 1894 (millions of ounces):

Period.	Ounces.	Average price.
		<i>Cents.</i>
January-March, 1894	14. 73	64
January-March, 1895	10. 50	61
April-December, 1894	31. 98	63
April-December, 1895	34. 96	67

While the increase in production is not heavy the rise in price stopped its gradual decline.

A larger portion of the Mexican production found its way via the United States in 1895 than during 1894, while direct shipments to Europe were probably less, and the coinage will most likely also show a decrease, but a slight increase in the production appears to exist.

Australasia will show a decrease of about 25 per cent in its production, the ores becoming poorer from year to year.

Nothing can be said about South America until returns of the German and other continental smeltings are available.

There is evidently a heavy increase in the consumption for industrial purposes, but the large balances not absorbed by Asiatic shipments during the last two years, and especially during 1895, are astonishing.

The Asiatic absorption continued during January-February on the large scale as witnessed in 1894, but declined to a monthly average of about 5,000,000 ounces since then.

It appears to me that the extraordinary movements which held silver in a better position than could be reasonably expected since the closure of the British-Indian mints and the cessation of purchases by the United States can hardly continue much longer.

The movement in the United States during the month of January,

1896, and for the seven months, July 1, 1895, to January 31, 1896, compares as follows with the same periods of the previous year:

[Millions of fine ounces.]

	January—		Seven months ending January—	
	1895.	1896.	1895.	1896.
Gross exports.....	6.25	7.31	6.05	7.42
Imports, including ores.....	2.97	3.54	2.56	3.39
Net exports.....	3.28	3.77	3.49	4.03

Shipments from Great Britain to Asiatic countries from January 1 to February 6, 1896, and during the same time in the two previous years were:

[Millions of fine ounces.]

	1896.	1895.	1894.
British India.....	2.32	4.76	6.63
China.....	.35	3.54	1.48
The Straits.....	.40	.38	.55
Total.....	3.07	8.68	8.66

San Francisco shipments, including steamer sailing on February 7, amounted to 2,300,000 ounces, of which about 1,600,000 ounces were Mexican dollars.

Horace W. Calef, New York City.

2. Tallow, grease, lard, fertilizers, vegetable and animal oils.
3. Indirectly with Europe, Mexico, Central and South America.
4. No.
5. Believe reciprocity the only practical thing.
6. Some concessions to manufacturers in tropical countries amount to monopoly.
7. Can not say; probably it would aid materially.
8. Much less as far as foreign trade is concerned.
9. Over 25 or 30 per cent lower.
10. Australia and South America animal fats and Egyptian cotton oil have until lately been lower than our rates here.
11. Favorably now, though labor and interest cost more here.
12. Favorable, as far as I know. Can't give details.
13. Yes.

J. M. Ceballos & Co., New York.

2. General commission and shipping business, particularly in the importation of sugars from all countries, especially from Cuba; and in the importation of olives from Spain.
3. Mexico, Ecuador, Guatemala, but more extensively with Cuba and Spain.

4. We have endeavored to extend our foreign trade, particularly with the American Republics, by sending traveling agents, but with very little success.

5. We find that the present ad valorem duty, especially regarding sugar and olives, if it does not restrict trade, at least it hampers it very much, because it is impossible to make any exact calculations as to what the duties on this merchandise will be on account of the appraisement made here varying very much, particularly so in the case of sugar. The custom-house rules are to take the highest market in the country from which the sugars come; for instance, on sugars coming from Cuba, they take the market price in Havana, which, owing to the situation, always demands higher prices, especially by purchases for Spain. The duty in this country being fixed on the market value of Havana, the sugars from other ports have to pay on much higher prices than those at which the sugars were sold at port of loading.

In order to obviate all this difficulty, we would suggest a specific duty of so much per pound on sugars testing up to 90 degrees, then increase per degree up to 98, with still another increase on sugars going over No. 16 Dutch standard.

In the case of olives, a specific duty according to weights would also help trade.

6. As far as we know no change has taken place.

12. The reciprocity treaties of 1890 were very favorable to the export trade of the United States, especially with Cuba, the exportation to which country increased considerably during the years that the reciprocity treaty was in force.

13. We do favor the application of reciprocity principles to future tariff legislation, and also authorizing the President to negotiate reciprocity treaties with American countries south of us.

The Dumont Company, New York City.

2. Exporters and importers, and foreign publishers of *El Anunciador*.

3. South and Central America, Mexico, and the West Indies.

4. Yes; all we could, but fell off since reciprocity was abrogated.

5. Discriminations in shipping and banking facilities.

6. Many, especially Brazil.

7. Double it in certain articles.

8. Decreased.

9. Lower by about 20 per cent.

10. By having direct lines of steamships and direct exchange, and better commercial facilities in every manner.

11. In most all articles of necessity we can place better grades at an equivalent.

12. Most favorable. If the practical ideas of James G. Blaine had been carried out as they were intended, we should have had an immense impetus.

13. Yes; by all means, if based upon Mr. Blaine and his advisers' ideas.

We need a bank where we can save the exchange on London. We need direct steamship lines, with or without subsidy. And further, we need a continuous price list of goods for foreign countries without being tangled every year or so by tariff legislation; and further, we need as a body to visit these foreign countries and consult with them, as

they did with us during the Pan-American convention, and to send these people goods as they need them and not as we make them. For instance, if they need an octagonal book, make it; or a chair with five legs, make it.

Elbert & Gardner, New York.

2. Exporters of cotton-seed oil and corn or maize oil.

3. Our business is exclusively with European countries—chiefly France, Belgium, Holland, Germany, Sweden, and Norway.

4. We are constantly making efforts to extend our trade in these countries—chiefly by appointing selling agents at all larger points where there is some promise of business. Secondly, by furnishing these with copious samples of the above products. Third, by keeping these agents advised of market fluctuations here by means of cables and letters.

5. We are not aware of any over discriminations against the oils handled by us; but in the case of Germany, which offers a large field for the sale of American cotton oils, as well as maize oils, the duty is certainly excessive in the case of edible cotton oils upon which a duty of $8\frac{1}{4}$ cents per gallon of $7\frac{1}{2}$ pounds is assessed. Again, in the case of maize or corn oil, the export of the article to Germany is not possible at present, because the German customs administration classes this oil as among those “not specifically enumerated,” and levies a duty of $8\frac{1}{4}$ cents per gallon of $7\frac{1}{2}$ pounds. This duty is prohibitive. Maize or corn oil is not used for edible purposes, but in the manufactures, and it is respectfully suggested here that by due representations of the facts the German Government may be induced to assess corn or maize oil at no higher rate than nonedible cotton oil, which latter pays a duty of, we believe, $2\frac{3}{4}$ to $3\frac{1}{4}$ cents per gallon of $7\frac{1}{2}$ pounds.

6. The only important change in foreign duties on our articles has been in Germany, where, in 1894, the duty on edible cotton oils was raised to $8\frac{1}{4}$ cents per gallon of $7\frac{1}{2}$ pounds from $3\frac{1}{4}$ cents per gallon.

7. The removal or reduction of customs duties levied on cotton oil and maize oil by Germany and France would undoubtedly give the manufacture and export of these productions a great increase, as natural conditions and cost of production favor the American manufacturer with anything like a fair show in their selling markets. It is chiefly in Germany and France where the reduction or removal of duty would be of the greatest benefit to American interests.

8. Our present firm was not in existence six years ago, but as we have been in this same line of business for many years, we beg to state that the export business in these oils is larger than it was in 1890, but has in no way kept pace with the growth of the manufacturing interests in these articles; in other words, the domestic distribution in the case of cotton oil has probably increased 50 to 60 per cent since 1890, while the increase in the export business, chiefly owing to duties imposed by foreign nations, has been comparatively insignificant and disappointing. Corn or maize oil production began only in 1892, so that no comparison is possible as regards this article.

9. The present selling prices of cotton oil are about 17 per cent lower than they were on the same day in 1890, but for the entire season of 1895-96 they will average about 10 per cent lower than those of 1889-90.

10. We do not consider that our foreign competitors have any advantages over us in cost of production or in transportation charges, except-

ing in their own respective countries where the transportation charges are naturally all against the American exporter.

11. It is somewhat difficult for us to answer on this point; at any rate, cotton oil made in the United States is superior to cotton oils made in England or elsewhere. As for the prices, they are largely regulated by our home demand for the oil; and when that is supplied we have to meet foreign markets on their own terms and prices in order to market our surplus.

12. The reciprocity treaties of 1890 were favorable to our line of export business, and we consider them a step in the right direction.

13. We strongly favor the application of the reciprocity principle in our dealings with foreign nations, and especially with Europe, where our fields of operation have from year to year become more circumscribed.

W. R. Grace & Co., New York.

2. Import and export.

3. With the South American countries, especially Ecuador, Peru, Bolivia, and Chile.

4. Yes; by cooperation to the establishment of a direct line of steamers from New York to the South Pacific Coast, with regular sailings every forty days, at present, which will be changed to thirty days as soon as the new steamer now on the stocks is completed.

5. None.

6. None of importance.

7. Would increase the exportation of goods not produced or manufactured in that country.

8. Larger.

9. Generally lower.

10. Lower wages.

11. American manufactures generally take first place.

12. Countries we deal with made no reciprocity treaties.

13. No.

O. N. Bliss, New York.

My own experience has been slight. I would say, however, that when the legislation first went into effect we initiated considerable business with Brazil; it did not really amount to very much, but it indicated possible results of consequence. That business has declined considerably since the repeal of the reciprocity legislation.

A. Bennett & Co., New York City.

2. Apples, potatoes, onions, oranges, and pineapples.

3. Bermuda, Cuba, Canada, British Isles, and Belgium.

4. Yes; usual course buying and selling; fair success.

5. No discrimination—open to criticism; duties in Cuba, if lower, would aid us.

6. No changes except in Cuba, where duties are similar to those before reciprocity treaty.

7. In Cuba; no duties, or lower duty, would help export of potatoes; during reciprocity treaty shipments were very large; Cuba was our largest buyer of American potatoes, exceeding all other countries by long odds easily—Cuba 10 barrels to 1 barrel to others.

8. Volume as to packages, about same; as to value, safely one-half less.

9. Prices, apples about same; potatoes, prices 10 cents bushel (60 pounds) is now paid to farmers. Six years ago 50 to 60 cents was regular price. Onions same as potatoes. Trend of prices is downward. Traders get no profit, consequently risks are greater; the road via failure is more apt to be chosen.

10. Prices formerly were lower in foreign countries; ours are now below all. English freights are lower than American for similar service.

11. American apples equal any; American potatoes and onions, quality not as good as some others.

12. Reciprocity increased the trade to West Indies largely. Example: Ward's steamer often could not carry all freight offered, even with more steamers running; during last year room on these ships is more than abundant, and steamers are less.

13. If through the application of reciprocity we escape duty, yes.

Coates Bros., Philadelphia.

As we are not "engaged in the manufacture of various lines of merchandise that enter into the export trade," we can only acknowledge your courtesy in sending us the inquiries which are evidently intended only for manufacturers to answer. We may add that as our customers are woolen mills, we are especially interested in their welfare, and that it is vital that they be protected in their home market. It is also evident that both wool and woolens are in a very depressed condition under the Wilson Act, making wool free and reducing the duties on woolen goods, and unless both industries soon have a proper protection, our wool-growers will be ruined and our manufacturers become continually more crippled.

Lawrence Johnson & Co., Philadelphia.

Our firm is Lawrence Johnson & Co., No. 209 South Third street, Philadelphia. We are importers and exporters, principally exporting American raw products, such as grain, petroleum, etc., which we sell direct to foreign dealers.

Portugal has heretofore used American petroleum exclusively, and also mainly used American wheat. Quite recently a treaty has been concluded between Portugal and Russia, and this treaty has been published in a Lisbon newspaper, called *Commercio de Portugal*, under date of February 7, 1896, a translation of which article we hand you inclosed. Among the articles specially treated in this agreement, you will note Russian petroleum is granted a duty of 46 reis to the liter, which is the equivalent of 57 reis per kilo. American petroleum has to pay a duty of 67 reis per kilo, and consequently is henceforth to be discriminated against to the extent of 10 reis per kilo in favor of Russian oil. Unless the United States can promptly obtain the same con-

ditions the Portuguese market for petroleum must inevitably be lost to American oil. Russia does not appear to have obtained any special concessions for grain, but there is no apparent reason why this should not also be granted, and thus deprive us of Portugal as a grain market also.

As a principle, we consider favoritism toward any one nation contrary to general commercial interests, and reciprocity in this sense should only be undertaken where fair and equal treatment for our products, in competition with other nations, can not be otherwise obtained.

In reply to your request for general information, we would say that we find the system of ad valorem duties, instead of specific duties, injurious to trade and objectionable for the following reasons, viz:

First. The system is more expensive to the Government to maintain a force to detect fraud.

Second. It is a premium to fraud, as dishonest importers profit by the system to the detriment of honest competitors.

Third. It is unfair to importers who may contract abroad at low prices for large stocks in advance and who, when honestly invoicing the merchandise at actual cost to them, may be subject to questions or accusations of incorrect valuation by customs officers.

Patterson, Ramsay & Co., Baltimore.

2. Steamship agents and brokers.

3. English, Belgian, South American, and Mexican.

4. We are making continuous efforts to extend our foreign trade by personal application, and have met with considerable success.

5. We find a very serious drawback to our trade with Belgium owing to restrictions which have been put on the importation of American live cattle into that country. These restrictions apply solely, we understand, to American cattle. Canadian cattle have been allowed free entry, and we understand also that cattle from the Argentine Republic are also allowed free entry. We had a valuable trade in this branch of business before these restrictions. We have made every effort through the United States minister at Brussels to have these restrictions withdrawn, and unless retaliation in some manner is brought about, we can not suggest any other means to have these restrictions removed by the Belgian Government.

6. We do not know of any particular changes in the tariff of the countries which have affected the exports of the various products of this country from this port, beyond the above-mentioned cattle traffic, and the abrogation of the reciprocity treaty between this country and Brazil, which took effect on the 1st of January, 1895. Previous to the abrogation of this particular treaty, immense exports of flour and provisions were made from the United States, but since that time the exports of flour, especially to the port of Rio Janeiro, to a very large extent, have decreased, the Argentine Republic having captured this particular branch of trade for Rio.

7. As there are no customs duties imposed in the countries with which we trade, except Mexico, there would, of course, be no duties to remove. As far as Mexico is concerned, we do not think the customs duties interfere in any respect with the importations from the United States, the duties being paid by the consumers in Mexico.

8. The volume of our business compared with that of six years ago has probably increased about 20 to 25 per cent.

9. We are hardly in position to answer this query. We principally traffic in freight room, and the value of this has steadily decreased in its average, owing to the excessive competition of the foreign carrying trade.

10. Our foreign competitors are simply the producers, principally of the Argentine Republic, who resell the grain and flour exports in this country in the European markets, and thus divert trade from the United States.

11. We can only compete with foreign countries, not foreign merchants, in our line of business when the exporters of this country are able to compete with the exporters of foreign countries.

12. We can not say that we are in position to answer this query faithfully.

13. Reciprocity as a principle is a good one in its way, but we favor free trade much more heartily. Of course, where the latter can not be obtained, reciprocal treaties are better than nothing.

Kohn, Weil & Co., New Orleans.

2. Jobbers of hats and trunks.

3. We sell to British and Spanish Honduras, Nicaragua, Costa Rica, Guatemala, and in the free zone of Mexico; also United States of Colombia.

4. We send price lists (with illustrations), and traveling agents with samples, to all of above countries, principally confining our efforts to the Seacoasts.

5. Naturally the customs duties, particularly those of Nicaragua and Costa Rica, tend to operate as restrictions, but we do not know of any discriminations against goods from the United States.

6. Those referred to in No. 5, inaugurated January 1, 1894, by Costa Rica, and January 1, 1896, by Nicaragua, have greatly diminished our business, as some of the rates are virtually prohibitive.

7. We think a return to former rates of tariff would help our business with all of these countries.

8. About the same; perhaps a trifle better.

9. They are lower.

10. In hats we have great difficulty to compete with English and German goods, which are cheaper, for the reason our American manufacturers who supply us have to pay import duties on furs and on many trimmings used.

11. We can manage to place some of our goods on account of closer proximity to the markets and originality of our styles.

12. The reciprocity treaties had no direct effect on our trade.

13. We believe in a policy of reciprocal trade relations as free from restrictions as possible, with a due regard to protection of such industries as require it. In our opinion, all raw materials needed for the production of the goods we desire to sell to foreign countries should be free, so as to enable our manufacturers to compete with all nations.

S. Oteri, New Orleans.

1. S. Oteri; Oteri Central American Pioneer Steamship Line (five steamers).

1. Wholesale importer and jobber in fruits.

3. We deal in Honduras, Nicaragua, and United States of Colombia.

4. We are now making an effort to extend our trade to Bocas del Toro, United States of Colombia, by adding one or two more steamers to our line.

5. No; there are no customs laws or otherwise restricting our trade.

6. None.

7. We simply act as carriers of goods that are exported, consequently we are not interested.

8. I consider my business 25 per cent larger than it was six years ago.

9. The present selling prices compared with those of six years ago range 50 per cent less.

10. The only advantage foreign importers have is that the importers here charter steamers mainly under the Norwegian flag. These steamers run with about half the expense that our American steamers run; that is, in the payment of crews, rations, and in fact they are more economical in every respect than the American. The above is the greatest obstacle we have to contend with in our business.

11. We have no competition with foreign merchants.

12. I am entirely ignorant of the reciprocity treaties that were made in 1890, consequently can not answer.

13. Yes.

Sussdorff, Zaldo & Co., New York.

2. Machinery and hardware.

3. Cuba and Mexico.

4. Yes; with moderate success.

5. No.

6. In August, 1894, when the reciprocity treaty with Spain was abrogated, American goods had to pay, when entering Cuban ports, a higher rate of duty than other countries, but early in 1895 this was changed, and we were put on the same basis as other countries.

7. Very largely.

8. In Mexico about the same; in Cuba 75 per cent less.

9. They are lower.

10. Chiefly lower rate of freights and longer credits.

11. We believe we can compete with any country in quality and prices.

12. Most decidedly it was favorable, and the repeal of those treaties caused by the changes in our tariff, principally in raw sugars, was, we consider, a very serious blow to the export business of this country. Our business with Cuba during the time that the reciprocity treaty lasted was nearly doubled, and had it lasted two or three years more we believe it would have reached enormous figures.

13. Certainly.

Emilio Puig, New York.

I beg to submit the following in connection with the provision and produce trade with Cuba.

Under the last reciprocity treaty exportations of flour increased from

50,000 bags of 200 pounds each per annum to over 800,000 bags. With the cancellation of this treaty the volume of this traffic was reduced to its original proportions.

The volume of corn, beans, and potatoes exported also greatly increased during the life of the reciprocity treaty, only to fall back to their original figures with its abrogation.

The reduction of duties on lard, hams, bacon, canned goods, etc., resulted in a material increase in this traffic.

Statistics show that exports from the United States to Cuba were doubled under the reciprocity treaty, but these figures do not do justice to the increase in the produce and provision trade, which directly interests the farmer, miller, and packer.

I believe, in view of the friendly relations at present existing between this country and Spain, and the present condition of affairs in the island of Cuba, that a proposition for reciprocity would be acceptable to her, as at present the trade between the United States and the island of Cuba is all but paralyzed.

Sussdorff, Zaldo & Co., New York.

In reply to your request of recent date for an expression of opinion on the subject of reciprocity treaties with foreign countries we beg to say that we are greatly interested in this subject and can hardly think of any measure that can benefit more the export trade of this country as a reciprocity treaty such as we had under the so-called McKinley bill. On account of that clause our business with Cuba was in a short time nearly doubled, and had it continued one or two years longer we believe that it would again have been doubled, for we were convincing them that this country could manufacture goods equally as good, if not better, than those made in Europe and at prices that would allow us to compete.

We can not think of anything more foolish than the cancellation of this treaty, for the business of thousands of American houses and manufacturers was badly injured, and we do not know of anyone who benefited by it.

We therefore close this letter by repeating to you that we are heartily in favor of including a reciprocity treaty clause, such as we had before, in any tariff bill that this or the next Congress may pass, even if at present it be impossible to include Cuba.

Carleton & Moffat, New York.

2. Our line of trade is in all kinds of manufactured goods for export.

3. We are in connection with East India, China, Japan, and South America.

4. We are constantly making efforts to extend our foreign trade, and are fairly successful.

5. We are not aware of any discriminations that prevent our doing business with any foreign country.

6 and 7. We do not see how it is competent for us to attempt to change the tariff of other countries.

10. The advantages that foreign competitors have over us is, that the

raw material is in almost every instance furnished them free, while ours is heavily taxed.

11. We can compete with foreign merchants in quality and price without any trouble.

13. We do not favor the application of reciprocity, nor do we favor any legislative interference with commercial affairs. If Congress would give our manufacturers free raw materials and then let us alone to work out our own salvation, we are perfectly capable of competing with all the world in exports. But with the continual changes brought about by special pressure of special interests all commercial calculations are interfered with, and we can only ask the Congress of the United States to do as little legislating for the "benefit" (?) of business as possible. The business men of this country, in our opinion, are quite capable of managing their own affairs without the assistance of legislation, and the least we have of it the better.

Walter Carr, New York.

2. I handle beans, pease, and dried fruits largely, and incidentally other articles too numerous to mention.

3. I deal directly and indirectly with the British Isles, France, Belgium, Germany, Italy, Austria-Hungary, etc.

4. I have made effort to extend my foreign trade, but without much success. In my line prices are much of the time too high for export of domestic products and too low for the importation of foreign products with profit. Customs regulations of Cuba and most of the countries of continental Europe, notably France and Germany, militate against exports of many of our American products much more extensively and more profitably. Remedy: Reciprocity.

6. Senseless German regulations requiring chemical tests of our American evaporated apples have interfered considerably with the export of that article to Germany, where there is extensive consumption for our apple product. Can not speak intelligently of other obstacles to the extension of this branch of exports to Germany, save that the protection class there, as here, are doing all they can to reap tariff benefits at the cost of the masses.

7. I am of opinion that proper treaties of reciprocity between this country and the West Indies, the countries of Central and South America, and of continental Europe, would greatly increase business in my line. The same would be true of the American British Possessions and also, in some respects, of Great Britain.

8. My business in my special lines is not quarter what it was six years ago, due largely, in my opinion, to unwise tariff legislation and protection run mad. What is true in my case is also true of hundreds of merchants in this city to a greater or less extent.

No important tariff legislation of value enacted by the McKinley bill occurs to me at the moment, save the reciprocity clause, injected after conferring with Mr. Blaine, and none by the so-called Wilson bill, save that of putting wool on the free list. The Wilson bill did immense harm to my line and many others by repealing the reciprocity features of the McKinley bill. Of course, both bills contributed many minor benefits, and, at same time, burdened the producing masses of this country with evils too numerous to describe in brief. This was particularly true of the McKinley law. It threw much of our commerce with

Europe and Canada into intolerably unnatural conditions. Our tariff relations with other countries are in such a mixed and unnatural state that there seems to be no remedy that would give large and quick relief. Increased protection would be like undertaking to cure a man who has been drunk thirty-five years by giving him increased supplies of alcohol, and a great reduction of duties all at once would operate to prostrate the same as depriving such a drunkard of all alcoholic stimulants at one stroke. The only remedy that occurs to me is to apply reciprocity as fast as possible wherever it will least impair revenues, and when customs revenues are not enough, provide new ways and means, but not by issuing bonds of indebtedness.

9. Prices in my line and many others have not been so low and depressed since 1860. I think about half what they were six years ago, on an average.

10. Question 10 seems to me to involve too much to answer in brief, i. e., if I understand it. If it means our European competitors, who are pushing their wares where we would like to push ours, cheaper labor may enter into some things (not all), better shipping laws, tariff rebates given by our Government, and older and better perfected business relations.

11. In my line we can furnish much better quality than Europe, and as low prices as any country in the world, quality considered. What we want is an enlarged demand. There are, however, years when crop conditions here and abroad may reverse the usual order of things in these connections.

12. The effect of the reciprocity treaties of 1890 was very favorable to the export trade of the United States; the repeal of them unfavorable, especially so with Cuba, and would be just as noticeable with South American countries if we had in the past pushed our shipping and trade relations with them, as we might and probably would have done, only for being handicapped for several decades by bad tariff and shipping laws, making our wares and freights too high to compete with Europe. Cuba is a large market for our American beans and pease, but since the repeal of the reciprocity treaties the high Spanish duties have reduced the business to a very unimportant volume. The Cuban war disturbances have no doubt contributed somewhat to the impairment of trade.

13. To question 13 I answer *yes*, most emphatically.

East India Trading Company, Portland, Oreg.

2. Imports: Coffee, tea, spices, tapiocas, rice, drugs, furs, etc. Exports: Flour, lard, dried fruits, timber, etc.; but it is mostly an import business.

3. India, Ceylon, Dutch Indies, Straits Settlements, China, Japan, central and west coast South American Republics.

4. Yes, in the countries mentioned, principally by correspondence. With success, but one member of the company had previously lived for a considerable time in the Indies.

5. Not as regards countries at a distance, but such exists in our business relations with Canada. There is a discriminating duty of 10 per cent on all coffees and teas which are sent from the United States to Canada, whereas there is no duty charged on coffees and teas imported into the United States from Canada. This enables Canadian merchants and brokers to sell those goods here on the same footing as if they were

selling in their own country, while the merchants here are prohibited altogether from selling those goods in Canada. This seems to us most unfair, and ought to be remedied.

8. Have been in business only about four years. Our trade has been gradually increasing, but the commercial depression has made it impossible to make as much progress as would have been made had times been normal.

9. Prices are all lower.

11. In many articles of export can not compete.

13. Yes.

Williams, Richardson & Co., New Orleans, La.

2. Wholesale dry goods and notions.

3. Honduras and British Honduras.

4. No.

5. No.

13. Yes.

This house made an effort ten years ago to develop trade with the countries lying on the Gulf of Mexico, sending a traveler to Mexico, Honduras, British Honduras, Guatemala, and Colombia. The enterprise was unsatisfactory and resulted in heavy loss. Our experience is that merchants in those countries do not wish to trade upon the terms given those at home; they do not know what it is to pay bills at maturity. They expect to buy, to pay with shipments of produce or exchange at sixty days, without regard to maturity of bills; to pay interest, or rather to have interest charged them at the end of each year; and so on, ad infinitum. They think if they consent to a charge of interest they may go on indefinitely buying, remitting less, and never settling to a point. This they have been allowed to do by their European correspondents, who are content with 6 per cent interest; and they can not understand why American houses are not satisfied to do likewise.

Our experience was unsatisfactory; we no longer solicit trade from Spanish America.

W. Loaiza & Co., New York, N. Y.

2. Commission merchants.

3. Mostly with Mexico and a little with Guatemala, Salvador, and Costa Rica.

4. Yes; by traveling through those countries once a year.

5. We know of no discriminations or obstacles in the laws or customs regulations in any of the countries mentioned that restrict or prevent the extension of our trade. It is of course necessary in trading with them to obtain and study their customs regulations in order to comply with them; failure to do so is the cause of fines, etc., so frequently complained of by parties who are not even aware of the fact that such knowledge is required and such fines, etc., imposed by the customs laws of this country itself.

6. We know of no special changes in the tariffs of the countries mentioned; modifications are taking place constantly under Treasury decisions, but these do not modify the tariff; they simply clear doubtful points.

7. If the removal or reduction of the customs duties applied to American goods only, our export trade would naturally be greatly aided and extended in the goods so affected, but if the removal or reduction were general the extension would be questionable.

9. Prices of American goods are generally lower than six years ago.

10. Our foreign competitors have the advantage over us, that on a parity of cost they get the orders on account of the greater facilities they give. Furthermore, freight from Liverpool, Hamburg, or Havre to the countries we deal with are much lower than from New York. For instance, freight on various kinds of goods from Liverpool via Panama to the Pacific ports of Central America is 50 shillings (\$12.50), and from New York on the same goods, also via Panama, \$22 to \$26 per ton, so that it is quite practicable to ship goods from here to Liverpool and thence to the Pacific Coast via Panama cheaper than direct from New York to Panama. And as a matter of fact, certain goods which can not be had in Europe, and have of necessity to be bought here, are regularly shipped from here to Hamburg by steamer and thence per sail via Cape Horn at a saving of 50 per cent on the cost, through the cheaper freight thus secured. It can therefore be readily understood that merchants in the countries mentioned prefer to buy in Europe, and only buy here what they can not get there, or what is so much superior or more suitable to their needs that they are compelled to get it here in spite of themselves. Whenever an American article "takes" samples are sent to European correspondents with prices, etc., for imitation, and it is only when thoroughly convinced that the article can not be duplicated there at same cost that they give up the effort. This effort is not dictated by prejudice to America or things American; it is simply a matter of commercial convenience. If bought here payment has to be made cash or within three or four months at the most; if bought in Europe payment can be made in from six to twelve months.

Then again, the purchase in Europe is preferred because the packing of goods is attended to with all the care requisite. There are places on the Pacific Coast where goods are landed through the surf in lighters. Merchandise destined to those ports must be packed in well-soldered tin-lined cases. Many manufacturers here prefer to lose sales rather than bother with the packing required. And as a general rule American is so much inferior to European packing that when cargo is being transferred from the steamers to the lighters by their sorry appearance it is easy to distinguish American from European packages. Until American manufacturers give packing the importance it deserves, it will continue to be one of the most serious drawbacks to the extension of the export trade with the countries mentioned.

11. From the foregoing remarks it will be seen that we can only compete with foreign merchants in as far as American goods through some peculiarity of superiority unattainable by European manufacturers force our clients to buy here.

13. Where positive reciprocity can be entered into no doubt a large trade could be developed, but in our opinion no special extension can be expected until American manufacturers themselves will pay as much special attention to the requirements of the export trade as do their European competitors. We believe the only help the Government can give is in securing transportation facilities so that our rates of freight shall be no higher than those from Liverpool.

We may add that in Europe commission merchants enjoy peculiar banking facilities that enable them in turn to extend their export trade. Bankers there will make advances on time drafts against ship-

ments to foreign countries. Here the commission merchant has to carry his advances himself, and has necessarily to limit his transactions to his own resources. All these remarks could be extended considerably by entering into details, but we do not think it necessary. We desire, however, to call special attention to the fact that this reply is applicable only to Mexico, Guatemala, Salvador, and Costa Rica; and we say this because one of the worst troubles we contend with is that many manufacturers here believe that what is suitable to Buenos Ayres must be the very thing wanted in Vera Cruz.

Adams & Jimenis, New York, N. Y.

Our business for the past eighteen years has been largely with Cuba. Our experience, therefore, extends not only over a number of years before reciprocity with that island, but through that period and since.

The very large increase of our exports during the time the treaty was in force, and the decided and immediate falling off as soon as it expired, leaves no question, in our opinion, as to the great advantages of reciprocity.

The benefits of reciprocity with certain countries, as shown by the experience with Cuba, we consider convincing evidence that it would be a wise business move on the part of this Government to extend reciprocity to all countries south of us which export raw products of which we buy largely, and which in turn, having no manufacturing interests, would take our merchandise in exchange.

We can not, however, see where reciprocity would benefit us with European countries, as they, like ourselves, are searching for an outlet for their manufactured products.

Lanman & Kemp, New York, N. Y.

Replying to your circular letter of the 4th instant relative to proposed reciprocal conventions, we would state, that as merchants engaged in the general import and export trade, and largely in the manufacture of proprietary articles, we deal with almost every country in the world. We strive to sustain and enlarge our business by very liberal expenditures in advertising; by sending competent travelers everywhere; acquainting ourselves with the requirements of each country, and by exercising all the knowledge and experience acquired in a career extending back to the first decade of our century. This briefly answers your first four questions.

5. We can not recall any discrimination in the way of customs regulations specially directed against our trade, but many of the countries have customs and consular regulations of such intricate character, and subjecting shippers to such exactions and heavy fines—for which they seem purposely designed—that they can not but restrict trade. If Government agents would acquaint themselves with these matters, which they could easily do by conferring with the merchants of this city and visiting the consulates, it seems to us that our Government might seek the removal of these obstacles by appeal to the Governments concerned.

6. Of recent changes in tariffs affecting our trade seriously, we may mention Ecuador, Brazil, Spain and colonies. In Ecuador the duties

were enormously advanced, practically shutting out medicinal and toilet preparations and other products. The same has just happened in Brazil, where duties have in many instances been increased tenfold. In almost every South and Central American country some increase has taken place.

7. Modifications of these duties would greatly benefit us. At present, in order to retain our trade, we are forced by the exorbitant duties abroad to manufacture in foreign countries, notably Spain, Cuba, Argentina, Uruguay, Brazil, and Mexico. This not only necessitates an enormous outlay of capital and reduction in profits, but decentralizes our business and reduces our force of employes here.

8. The volume of our business has declined since six years ago, due to these tariff troubles principally, but also, in some measure, to the fall in silver, which crippled trade in India, China, Japan, and Latin-American countries, and also to revolutionary troubles.

9. Prices for export are generally lower than six years ago, manufacturers having to sell cheaper in order to compete with Europeans.

10. Our foreign competitors have the advantage of cheaper labor and vastly superior transportation facilities. In fact, we are frequently compelled to make shipments to South America by way of Hamburg and other European ports, because the rates, even by such roundabout way, are lower.

11. In quality, we excel; in prices of many articles, we can hardly compete with foreign producers.

12. The general effect of the reciprocal conventions of 1890 was, in our opinion, unfavorable to the trade of this country. While the exports to certain countries of favored products, such as breadstuffs, machinery, etc., may have increased, the reverse was the case with all other articles, the reason of this being the hostility engendered in many quarters and the necessity under which the treaty nations were of increasing the duties on products not favored, for it must be borne in mind that the Latin-American nations are almost wholly dependent on customs duties for revenue, and if deprived of these on such leading imports as breadstuffs they must make other products bear the burden. The treaties, we have reason to believe, were not generally popular, although apparently entered into with spontaneity by some of the nations, many of them feeling that they were forced by fear of adverse discrimination or of seeming disregard for this greater nation. Had Brazil, which, we believe, subsequently regretted its precipitancy, not volunteered to make the first of the reciprocity treaties, it may be doubted whether other countries would not have held aloof, which only entered because they feared that Brazil, with its preponderant production of coffee and great possibilities for production of sugar, would, if alone favored, greatly injure them. As evidence of the discontent aroused in Brazil, we have the report of our traveler, who conversed on the subject with merchants there and who was in Rio when it was proposed in the Senate to repeal the treaty. Some of the countries entered reluctantly, and with no kindly feelings. Others, like Venezuela, Colombia, and Ecuador, where friendliest feelings prevail for the United States, because they could not make the sacrifice demanded, were discriminated against, with the result that trade was diverted to Europe, and it will be a long time before it finds its way back to us. And no little feeling detrimental to our trade was also created by the apparent favor shown to such countries as Mexico, Argentina, and others, which were not discriminated against, despite the fact that they declined to make treaties. This partiality was as much resented by the countries which made

treaties as by those which were harshly singled out for discrimination. The repeal of the treaties has not improved matters, as the removal of favor from certain products has not been accompanied by reduction of the duties which were raised on others. Thus the evil effects of the treaties survive their repeal.

13. For the reasons above given we are opposed to reciprocal conventions which can only benefit certain products at the expense of others, which, perhaps, need encouragement more.

While it may not be pertinent to the subject, we wish to say that instead of such reciprocity, which sows as much discord as harmony, and only opens one door to close another, it would seem preferable to restore the duties on coffee, tea and opium, and other articles now on the free list, the removal of which has been of benefit to the foreign producers, but of little advantage to the consumers here, being products which can bear taxation without burden, and which can produce large revenue.

As you invite suggestions, we would recommend as a means of developing our home industries and encouraging the export of manufactured goods, that the duties on raw materials be removed so that, pitting our skill against the cheap labor of Europe, we may be put in a position to compete in Spanish-American, Asiatic, and other markets with foreign manufacturers. Thus labor and capital would find here profitable employment.

P. S.—We observe that, in responding to your circular, the National Association of Manufacturers of Philadelphia advocate the reciprocity treaties “because treaties of this character are being or have been negotiated between European governments and nations to the south of us, to the detriment of our commercial interests abroad.”

We have never heard of such treaties—commercial treaties—yes—but as our treaties with the same countries in almost all instances grant us the favored-nation privileges, we do not see where the detriment to our interests comes in.

We certainly should have commercial treaties with those countries, and by such treaties and all other ways cultivate good relations with them; but we should avoid all appearances of compulsion. If reciprocal concessions are to be made they should be by mutual and pleasant arrangements, and not by one of the parties stipulating at the outset that certain penalties will follow if certain privileges are not granted.

Glover & Odendahl, New Orleans, La.

There is no doubt whatever that reciprocity is the true principle, and in fact the only true principle, for the advancement of the agricultural and industrial interests of the United States. All other measures, such as duties, etc., may bring forth an improvement in certain lines for a certain period, but they carry with them unfavorable reaction on other commodities at different times. True, reciprocity is based on the actual principle of barter, and barter means in so many words: I will sell you a barrel of flour for its equal value in sugar, and you give my flour the same or relative privilege that I give your sugar.

The moment this principle of reciprocity is vigorously developed (it will require fine diplomatic work and some few years to do it), it will open the world to the surplus of our agricultural productions and will increase the output of our factories.

If Congress could see its way clear to adopt this, I firmly believe that this policy would shortly produce a wholesome and healthy improvement in all branches of business.

Laurus Loomis, Catlin & Co., New York City.

2. Cotton goods.
3. Brazil, Venezuela, Colombia, Central America.
6. None, except the advance in duties that has taken place since the abrogation of the reciprocity treaties.
7. The removal or reduction of customs duty would increase the volume of our trade very largely.
8. About the same as then.
9. Lower.
12. Increased the trade very largely, particularly in cotton goods.
13. Yes, under the general principles of the late James G. Blaine.

Arkell & Douglass, New York.

1. Our firm name is Arkell & Douglass, 95 Broad street, New York City. We have branches at London, England; Sydney and Melbourne, Australia, and Port Elizabeth, South Africa, all under the same name.

2. Our business embraces the exporting of all and every class of merchandise which is sent from this country in the directions that we specially deal with, and we might say that most classes of American goods go abroad, although in some cases the quantity is small.

3. Our dealings are principally with Australia, New Zealand, and Tasmania, and with the entire South African colonies, which includes Cape Town, Port Elizabeth, Port Natal, East London, and Delagoa Bay, including the back country, and the Transvaal; we also export to the Gold Coast. We do more or less South American trade, but to no very large extent.

4. Our efforts are continually exerted toward an increase of our foreign business through the establishing of our own house where the trade is sufficient, and the sending of travelers throughout the sections we deal with, showing samples, and thus taking orders and introducing new goods. By this means we have opened up for American manufacturers the introduction of many new lines, and have been fairly successful in enlarging and increasing the business.

5. In the directions referred to above there are no special laws or customs that prevent the extension of American trade, we being on the same basis, so far as the bringing of goods into those countries, as the other nations of the world. Our dealings being, of course, with English colonies nearly entirely, there is naturally somewhat of a prejudice in favor of home-made goods, and as English capital is also largely invested in many of the firms in the colonies to which we have referred, orders first seek the home market before coming our way; but this could only be expected. Where, however, American goods are cheaper or of better quality at equal prices, the trade is not diverted from us.

6. The Australian colonies being divided into groups having separate laws of their own, there are a number of different tariffs—from practically free trade in New South Wales to heavy protective duties

in Victoria, New Zealand and other colonies being semiprotection. But as stated already, goods coming from other countries pay the same duty as from here, so that we do not consider this any hardship, except where the duty is excessive it naturally tends to enable the building up of home industries and the keeping out gradually of all classes of goods that can be made at home cheaper than imported, no matter what the direction is from which said goods might be imported.

7. The removal or reduction of duties in the colonies where we deal would, of course, naturally do away with likely home competition, and thus enable larger amounts of American goods to go into said markets; but this, again, would be equally in favor of other nations as our own, and so would tend to benefit all equally, and would be no special gain to this country excepting for the reason specified.

8. The volume of business to the colonies named has increased very largely during the past six years, and our proportion of the total has been proportionately increased. In the case of South Africa, to be more clear, we think the trade has more than doubled during the period named; that with Australia is, perhaps, one-third greater.

9. The present selling prices on practically every line of American goods are decidedly lower than they were six years ago. There probably is only one or two cases where the average is not from 10 to 25 per cent, in some cases as high as 50 per cent less.

10. This question on your part opens a wide field, and American goods in the directions named suffer very largely by reason of the unfortunate position we are in, having no return business to speak of from countries named, which requires us to pay a very much higher freight rate than is enjoyed by others, especially England, Germany, and France, with their subsidized transportation lines. Most of our goods are carried in English, German, and Norwegian vessels. There is, further, the disadvantage of no proper banking arrangement, so that American goods suffer by having to pay heavy exchange rates to foreign bankers. The export banking system of this country is most deficient, and there appears no necessity for this unfortunate situation of our country. The German, the English, and the French, through their branches here, which is the only mode of selling bills, draw tribute on our commerce. The transportation question is an old one, therefore we shall not go into it largely except to say that the United States Government has shown and is showing a lamentable want of ability and knowledge of trade relations by not doing something to foster and encourage American shipping. Once put on its feet it would take care of itself. Many plans have been suggested, and we understand as well the question of subsidy is not always favorably looked upon, but under one plea or another English, German, and French shipping receive great encouragement.

The old theory of having a payment made in the way of a rebate on duty for goods coming in this country in American ships or steamers is a good one, but at the same time it opens up always the question that others can retaliate by similar line of action which is not desirable, and we incline to the theory that it is not the proper method. Either advertise for contracts to run regular lines and carry mails and pay an actual yearly subsidy, or adopt a system which we advocate, which is, instead of paying a subsidy, when goods have been brought here in American bottoms, pay a bonus to ships carrying goods from here in American bottoms. What we mean is, that according to the class of goods on all articles which leave here for foreign lands in American ships there will be paid a rebate which will go to the exporter, or vessel, of anywhere

from 5 to 10 per cent or less, according as may be deemed necessary. This will accomplish the work of the other system, and will be a direct benefit to the ship and the manufacturer—to the ship in the way of subsidy, as American vessels will command a higher charter value, and to the manufacturer, as it enables American goods to be landed cheaper in the foreign market. It can hurt no foreign country, nor is there any way in which a foreign country can offset the arrangement except by doing the same thing, which is not likely under their present system, and even if they did, it would simply mean that competition was placed on old levels; but we believe it would be instrumental in building up our shipping industries very rapidly.

11. We can compete with foreign merchants on a very large and diversified class of American manufactured goods in prices, and so far as quality is in question, we usually consider the American-made goods superior to both German and English, and if it were not for the transportation difficulty and the exchange difficulties (and again we might mention the inability of the ordinary American manufacturer to give any considerable credit to the exporter), we think we could compete fairly well on most general lines. We refer to the manufacturer under this heading as in Germany, England, and France. The export merchant of standing has a credit given to him by the manufacturer on his purchases of anywhere from three to six months, or there is a very small discount for cash, money not being worth as much in those centers as here. This enables the exporter to send his goods out free, and make collections, and still be in time to repay the manufacturer. We exporters in this country labor under a very serious difficulty in having to pay practically cash for all export goods, through the necessity of the manufacturer who runs his business on too close a capital, or through his disinclination to give those who are trying to build up a trade for him the same facilities which his fellow-manufacturer would abroad.

12. You ask as to the opinion of reciprocity treaties and those previously made. We would state that the 1890 treaties dealt with countries near by, and appeared to work fairly well; but there is always the question in connection with reciprocity between two countries that they must avoid in their mutual arrangements—the taking of any step which is detrimental to the interests of other nations, as that would mean reprisal, and so, in our opinion, while the theory of reciprocity is a perfectly proper and natural one, yet it must be carefully worked and carried out so as to avoid any possible friction or infringements of the rights of others. We mean by this that it is not right that a colony in, say, Africa or Australia, allows the goods of one nation to go in at less duty than the goods of another nation, unless for a better reason than the general reciprocity idea. There are, however, with all nations, certain classes of goods which are, you might say, almost confined to the nation itself, as, for instance, turpentine in this country, rosin, etc. We could take up such classes of goods, and with perfect accord have them admitted free, so as to be used as largely as possible, and give nations who would admit them free certain advantages on similar classes of goods if they had them within their borders to bring into our country; but unless the theory and system is extended on these lines, it becomes apparent to anyone who gives the matter a thought that it would simply mean a gradual breaking up of the world's present trades relations, each one making treaties here and there to the detriment of others, and the matter would soon reach such a point that beyond question it would lead to a reverting to the older theory of fair and free competition between all.

13. Probably in our answer to question 12 we have practically replied to your question in No. 13 as to our views on the pushing of the reciprocity idea, and we therefore can only say that on proper and prudent lines the idea is a brilliant one, but would have to be carefully curbed so as not to lead to dangerous complications temporarily unforeseen in the anxiety for increase of business.

We would conclude by stating that we have not gone into the question of values in any of our remarks, which we think in a general letter of this kind is hardly necessary, but we are certainly very strong advocates of something being done by the Government particularly on the question of transportation and a most liberal charter for a foreign bank if capital can be found. Quick and direct communication with all lands is necessary to enable this country to build up a large foreign commerce, and under the present existing relations and the maritime laws which hamper us so greatly, without Government aid it seems almost impossible for headway to be made. As all in the export business well know in this country, they are, through deficient means of transportation, losers of business to the extent of many millions of dollars per annum. We will simply give one illustration. A house in Australia or New Zealand desires to buy, say, a thousand tons of goods. They have American prices and they have English prices. They are practically uniform. The quality of the American line, however, may be superior, and ordinarily the order would come here. They then, however, look at the question of delivery and transportation. They find that from England or Germany they will be able to bring the goods out, by cabling for them, in probably forty days by steamer and as low as by sailers from here. From this country there is no steamer communication. They therefore discover that the goods must come by sailer, taking from three to four months in transit. They wish the goods quickly, and this point at once turns them to the home markets, with the extra benefit of saving in exchange and likely longer credit. We omit, when we state there is no steamer communication, the San Francisco and Vancouver route to Australia, but while this is well enough so far as mail communication is in question, and we strongly favor a subsidy to keep the American steam line running from San Francisco as against the Vancouver route, yet to get goods from the East to San Francisco by rail adds so largely to the cost that except for California products the line as a freight line is of practically little value.

We trust the various matters we have outlined may be of some use to your valued committee, and you can be assured that any information in our power we can put before you we shall be glad cheerfully to give.

Everett, Heaney & Co., New York City.

2. Dry-goods exporters.

3. South and Central America, West Indies, China, Africa, and Sandwich Islands.

4. By travelers to South and Central America and mail offers to other countries with good success, because our representatives are competent dry-goods men.

5. It has probably come under your observation that in spite of existing treaties between the Queen of Madagascar and Great Britain, the United States, Germany, and Italy, the French Government intends placing Madagascar on the same footing as regards custom duties as

the French colonies in general. Such action will be most injurious to all but French citizens who have commercial relations with Madagasear, and we especially urge that our minister be instructed to intervene on behalf of American interests. The decision of the French Government in this matter may be announced at any moment, so it is advisable that if any action is taken on the part of our representative it should be done without delay. The business done between the United States and Madagascar in American cottons, etc., amounts to several millions per annum.

6. None, except the abrogation of the reciprocity treaties which were very detrimental to our business, and the increased duties in Brazil.

7. It would increase our sales enormously; we do not do 10 per cent of the volume of business now that we did under the reciprocity treaty with Brazil.

8. We have not been established six years.

9. From 10 to 15 per cent less.

10. It is a well-known fact that transportation from European centers is much less than from the States, and communication much more frequent for west coast of South America. The greater part of American dry goods are shipped via Panama, and therefore are subject to the exorbitant charges of the Panama Railroad Company, whereas, from England, Germany, and France, they are shipped via the Straits of Magellan, and we very often find that we can ship via Europe and save 33½ per cent against direct shipment via Panama, allowing for freight from here to Europe.

11. On all classes of coarse yarn goods, and on certain classes of dyed and printed heavy fabrics, we can more than compete with the Manchester markets; but on fine yarn goods of high count and filled classes we can not compete, but there is one simple way of throwing the greater part of the foreign cotton-goods trade into this market, namely, the placing of an export duty on raw cotton to all European markets. While this would curtail to some extent the shipment of raw cotton to European markets, it would be more than counterbalanced by the increased demand of our mills, and the Southern planters would reap a higher price for their cotton than they do under existing circumstances.

12. Favorable in the highest degree; their repeal reduced our business to those countries to the extent mentioned in No. 7.

13. Yes; but with American nations only, as we fail to see what advantage we derive from European reciprocity.

H. Rep. 2263—35

APPENDIX K.

STATISTICAL TABLES RELATING TO THE FOREIGN COMMERCE
OF THE UNITED STATES.

VALUE OF MERCHANDISE EXPORTED FROM AND IMPORTED INTO THE UNITED STATES, BY THE COUNTRIES SPECIFIED, FROM 1885 TO 1895.

EXPORTS TO.

Year ending Decem- ber 31—	Brazil.	British Guiana.	British West Indies.	Cuba.	Puerto Rico.	Santo Domingo.	Guatemala.	Honduras.	Nicaragua.	Salvador.	Germany.	Austria- Hungary.
1885.....	\$6,704,319	\$1,673,169	\$7,487,180	\$9,768,020	\$1,764,488	\$1,019,254	(a) \$518,677	(a) \$401,472	(a) \$610,888	(a) \$477,728	\$58,996,019	\$2,318,488
1886.....	7,540,420	1,445,000	6,636,147	10,755,672	1,607,874	1,009,280	702,057	593,612	833,976	574,889	59,943,156	1,209,629
1887.....	7,170,697	1,608,677	7,189,516	9,502,452	1,903,642	981,815	907,240	672,297	918,423	698,099	60,012,405	481,449
1888.....	8,224,534	1,670,995	7,938,347	11,388,151	2,108,422	939,056	1,161,159	634,474	1,183,858	815,329	58,613,419	342,322
1889.....	10,848,271	2,072,392	8,362,395	12,038,046	2,232,637	1,150,294	1,645,645	538,250	1,749,246	903,222	79,999,246	845,504
1890.....	12,902,356	1,907,812	9,094,474	13,329,493	2,308,574	970,068	1,996,193	552,560	1,405,620	1,355,299	91,321,216	1,171,603
1891.....	15,064,346	1,860,722	8,821,300	14,464,459	2,549,857	939,910	1,767,557	537,932	1,030,375	1,096,240	90,326,332	1,235,504
1892.....	11,888,975	2,014,725	8,276,093	22,244,878	2,535,127	1,166,880	1,713,790	517,614	930,359	1,118,727	98,578,047	1,323,343
1893.....	13,480,320	2,189,348	8,176,857	21,856,241	2,742,280	1,437,206	2,079,382	585,071	1,024,107	1,171,106	88,617,503	531,428
1894.....	16,113,335	2,125,143	8,255,842	17,186,835	2,230,508	1,759,729	3,025,916	606,757	1,298,032	1,505,359	92,099,418	1,340,170
1895.....	14,104,763	1,768,662	8,447,384	9,498,054	2,004,094	1,048,268					93,292,372	2,145,375

IMPORTS FROM.

1885.....	\$43,934,644	\$1,184,759	\$10,246,053	\$48,467,371	\$6,189,639	\$1,591,043	(b) \$1,857,062	(b) \$699,366	(b) \$1,355,474	(b) \$1,150,950	\$60,983,755	\$6,291,215
1886.....	43,266,477	2,476,390	10,165,442	51,512,690	4,093,245	1,477,713	2,729,342	993,969	1,536,034	1,132,361	77,978,722	6,962,717
1887.....	56,377,719	3,164,896	12,221,401	45,393,447	4,515,684	1,323,920	1,877,038	1,258,453	1,733,040	1,669,835	79,817,914	8,940,134
1888.....	55,259,228	3,828,091	14,304,135	50,208,464	3,727,726	1,400,871	2,605,273	860,212	1,658,400	1,388,560	81,175,884	8,377,969
1889.....	60,620,047	3,561,150	15,237,984	56,336,064	4,865,970	1,743,277	2,400,677	1,090,276	1,566,580	1,599,437	84,617,712	7,320,136
1890.....	68,367,745	4,937,827	16,330,903	54,628,710	3,180,064	1,850,985	2,618,866	1,178,913	1,790,613	1,568,938	102,886,617	11,172,671
1891.....	100,041,601	5,513,922	13,278,004	69,278,511	3,042,951	1,460,868	2,987,602	710,947	1,488,695	2,359,272	90,773,484	11,136,545
1892.....	136,916,765	4,185,487	13,867,923	78,228,542	3,846,651	2,219,866	2,594,674	712,430	1,661,114	1,482,121	87,178,464	7,857,101
1893.....	78,622,193	5,715,912	15,159,664	70,581,526	3,866,243	2,860,069	2,082,917	799,567	1,255,923	3,728,446	88,948,564	9,578,964
1894.....	80,432,097	2,471,917	12,127,625	76,413,131	2,108,725	2,794,267	2,670,950	887,956	1,561,278	2,282,073	67,142,582	5,524,334
1895.....	79,316,117	2,636,938	9,397,963	51,652,125	1,769,940	1,855,047					88,959,796	6,979,733

a Total exports of Guatemala, Honduras, Nicaragua, and Salvador in 1885, \$2,532,218.

b Total imports of Guatemala, Honduras, Nicaragua, and Salvador in 1885, \$6,483,832.

COMMERCE OF THE UNITED STATES WITH COUNTRIES WITH WHICH RECIPROCITY TREATIES WERE MADE UNDER THE AUTHORITY OF SECTION 3 OF THE TARIFF ACT OF 1890.

EXPORTS FROM THE UNITED STATES TO BRAZIL.

Year ending June 30—	Values.										Quantities.							
	Agri- cul- tural imple- ments.	Breadstuffs.			Cotton manu- factures.		Iron and steel, and manu- fac- tures.	Oils, min- eral.	Provi- sions.	Wood, and man- ufac- tures of.	All other articles.	Total domestic exports.	Total for- eign ex- ports.	Total domestic and foreign exports.	Wheat (bush- els).	Wheat flour- (bar- rels).	Cotton cloths (yards).	Oils, mineral (gallons).
		Wheat.	Wheat flour.	All other bread- stuffs.	Cloths.	All other manu- fac- tures.												
885.....	\$14,613	\$24,860	\$3,369	\$74,074	\$25,514	\$495,769	\$607,110	\$868,387	\$445,809	\$225,730	\$1,129,369	\$7,258,035	\$59,258	\$7,317,293	23,861	674,230	5,605,867	8,444,999
886.....	16,848	4,990	2,674	327	28,626	575,012	629,750	649,977	414,044	305,942	1,211,821	6,480,738	60,478	6,541,216	4,995	542,499	6,974,504	6,278,115
887.....	19,771	45,718	3,596	204	36,221	683,598	709,686	798,976	456,109	382,353	1,377,207	8,071,653	56,230	8,127,883	41,913	748,937	8,125,067	7,947,874
888.....	20,351	150	2,778	353	33,778	640,946	679,253	794,053	438,395	384,495	1,342,194	7,063,892	73,116	7,137,008	149	584,670	7,184,374	7,994,837
889.....	31,848	384,337	3,651	908	66,806	602,858	915,752	937,815	609,406	443,506	1,678,609	9,276,511	74,570	9,351,081	415,507	678,972	6,912,913	8,963,631
890.....	49,610	1,616,158	3,304	990	52,508	782,071	908,659	929,807	992,426	494,750	2,809,606	11,902,496	69,718	11,972,214	1,768,234	687,342	10,192,777	8,848,011
891.....	70,633	501,207	3,838	919	45,995	531,509	2,243,686	1,125,927	2,146,456	873,631	2,691,818	14,049,273	70,973	14,120,246	580,127	722,369	6,151,456	10,715,816
892.....	31,383	183,639	4,972	539	43,694	673,725	1,179,158	1,281,791	1,169,954	747,607	2,932,738	14,240,009	51,864	14,291,873	164,622	918,547	10,324,021	14,325,813
893.....	36,159	58,626	3,647	251	55,609	1,325,787	1,873,816	1,258,199	900,661	806,033	2,349,201	12,339,584	48,540	12,388,124	63,928	837,039	19,488,281	15,925,587
894.....	20,083	62	3,538	871	45,807	1,435,546	1,317,266	944,427	2,452,051	537,953	3,470,797	13,827,914	38,092	13,866,006	63	920,869	19,387,655	12,626,610
895.....	40,834	49	2,683	948	61,104	1,594,726	2,917,025	1,266,082	3,373,940	671,992	2,447,587	15,135,125	29,954	15,165,079	63	775,425	22,533,321	15,830,154

IMPORTS INTO THE UNITED STATES FROM BRAZIL.

Year ending June 30—	Values.										Quantities.				
	Cocoa, or cacao, crude, leaves, and shells.	Coffee.	Hides and skins other than fur skins.	India rubber and gutta-percha, crude.	Sugar.	Wools.	All other articles.	Total free of duty.	Total dutiable.	Total free and dutiable.	Cocoa, or cacao, crude, leaves, and shells (pounds).	Coffee (pounds).	India rubber and gutta-percha, crude (pounds).	Sugar (pounds).	Wools (pounds).
1885.....	\$161,616	\$30,346	\$792	\$5,387	\$6,834	\$102,577	\$739,072	\$38,136	\$7,127	\$45,263	1,459,853	406,714	14,395	329,294	1,154,197
1886.....	214,231	26,384	150	6,894	5,506	151,074	473,880	36,196	5,711	41,907	1,540,583	392,058	17,462	223,962	1,565,132
1887.....	148,060	36,401	864	8,279	5,787	58,415	594,423	47,076	5,876	52,953	1,322,454	362,928	16,882	324,321	606,062
1888.....	297,853	33,460	595	10,811	6,752	65,001	662,992	46,873	6,836	53,710	2,674,903	240,179	24,468	305,866	698,227
1889.....	320,956	44,891	739	7,569	4,838	53,752	498,140	55,468	4,935	60,403	3,044,548	373,920	19,502	223,925	468,777
1890.....	192,866	45,664	127	9,157	1,659	23,390	442,892	57,604	1,713	59,318	2,125,614	310,005	20,819	73,800	243,678
1891.....	502,547	62,022	022	12,304	5,141	23,909	727,431	80,887	2,343	83,230	3,925,788	327,403	21,340	203,821	130,618
1892.....	608,057	95,751	724	13,723	4,509	104,188	1,161,737	118,428	205	118,633	3,067,242	453,010	25,506	178,404	759,742
1893.....	939,101	57,136	680	11,691	2,921	113,595	1,219,801	76,008	213	76,222	3,799,413	429,423	26,749	114,598	991,154
1894.....	122,885	60,377	765	11,058	5,688	9,459	661,426	79,295	64	79,360	1,014,012	377,825	23,386	258,447	107,358
1895.....	374,186	60,316	677	13,195	2,701	28,252	598,614	77,080	1,750	78,831	4,264,701	435,871	26,489	180,262	306,672

Commerce of the United States with countries with which reciprocity treaties were made under the authority of section 3 of tariff act of 1890—Continued.

EXPORTS FROM THE UNITED STATES TO BRITISH GUIANA.

Year ending June 30—	Values.										Quantities.		
	Breadstuffs.		Cotton manufac- tures.		Iron and steel, and manufac- tures of.	Oils, mineral.	Pro- visions.	Tobacco, and manufac- tures of.	Wood, and manufac- tures of.	All other articles.	Total domestic exports.	Total foreign exports.	Total domestic and foreign exports.
	Wheat flour.	All other bread- stuffs.	Cloths.	All other manufac- tures of.									
1885.....	\$551,055	\$96,692	.....	\$8,172	\$7,471	\$47,132	\$433,803	\$65,714	\$189,369	\$232,200	\$1,631,608	\$9,049	\$1,640,657
1886.....	554,430	71,711	.....	19,794	6,085	47,625	422,737	68,843	160,851	203,150	1,554,726	29,568	1,584,294
1887.....	466,957	60,282	.....	21,408	13,791	48,060	376,158	51,490	167,798	217,267	1,423,211	45,828	1,469,039
1888.....	609,487	81,536	.....	19,021	11,491	52,115	439,331	59,906	192,210	186,614	1,651,711	65,700	1,717,411
1889.....	540,132	54,109	.....	25,699	21,137	51,660	503,770	45,537	203,477	197,728	1,643,249	53,020	1,696,269
1890.....	272,949	60,123	\$28,519	972	19,546	114,602	545,802	49,323	224,288	293,998	2,011,122	95,223	2,106,345
1891.....	704,264	80,475	22,065	313	29,256	53,830	360,069	46,556	214,181	250,341	1,761,350	97,392	1,858,742
1892.....	733,767	80,013	31,748	2,013	62,225	55,552	426,458	55,614	186,337	251,815	1,885,542	47,757	1,933,299
1893.....	695,641	76,413	22,445	1,976	24,806	46,605	531,408	49,763	251,303	252,652	1,953,012	47,663	2,000,675
1894.....	784,399	74,673	33,878	1,519	58,598	51,980	682,400	63,367	263,450	346,674	2,360,938	53,782	2,414,720
1895.....	610,267	76,672	17,698	4,033	39,428	45,657	442,988	47,316	143,539	278,033	1,684,830	20,801	1,705,631

IMPORTS INTO THE UNITED STATES FROM BRITISH GUIANA.

Year ending June 30—	Quantities and values.					
	Sugar.		All other articles.	Total free of duty.	Total dutiable.	Total free and dutiable.
	Pounds.	Values.				
1885.....	34, 118, 761	\$909, 923	\$11, 431	\$10, 401	\$910, 953	\$921, 354
1886.....	58, 319, 322	1, 847, 382	17, 214	6, 902	1, 857, 694	1, 864, 596
1887.....	107, 729, 106	2, 704, 942	34, 931	15, 212	2, 724, 661	2, 739, 873
1888.....	94, 914, 020	2, 813, 992	8, 390	5, 755	2, 816, 627	2, 822, 382
1889.....	132, 559, 310	4, 507, 201	18, 980	14, 135	4, 512, 046	4, 526, 181
1890.....	135, 971, 015	4, 323, 702	3, 273	1, 659	4, 325, 316	4, 326, 975
1891.....	170, 521, 132	4, 876, 072	17, 134	977, 659	3, 905, 547	4, 883, 206
1892.....	139, 570, 844	4, 360, 670	2, 534	4, 362, 994	210	4, 363, 204
1893.....	159, 061, 559	5, 017, 661	11, 517	5, 028, 848	330	5, 029, 178
1894.....	134, 455, 359	4, 216, 414	7, 556	4, 223, 887	83	4, 223, 970
1895.....	110, 848, 960	2, 517, 726	3, 978	486, 375	2, 035, 329	2, 521, 704

EXPORTS FROM THE UNITED STATES TO BRITISH WEST INDIES.

Year ending June 30—	Values.										
	Breadstuffs.				Cotton manufactures.		Iron and steel, and manufactures of.	Leather, and manufactures of.	Oils, mineral.	Provisions.	Tobacco, and manufactures of.
	Corn.	Corn meal.	Wheat flour.	All other breadstuffs.	Cloths.	All other manufactures of.					
1885	\$215,729	\$298,817	\$1,865,216	\$341,838	\$99,329	\$17,685	\$137,009	\$94,129	\$163,080	\$1,443,761	\$214,967
1886	169,135	333,413	2,030,491	404,991	139,254	22,418	147,770	102,339	165,664	1,288,942	188,564
1887	155,285	217,087	1,702,990	350,178	135,045	17,627	134,675	92,800	163,674	1,296,102	174,959
1888	184,885	233,906	1,939,989	358,004	141,153	19,489	115,755	94,741	206,291	1,603,818	199,381
1889	188,879	300,833	2,082,933	428,514	159,070	19,322	196,587	111,128	174,183	1,679,789	222,620
1890	213,896	245,830	1,945,265	466,709	161,280	20,074	210,091	146,664	211,319	1,489,179	208,838
1891	330,683	387,168	2,496,241	673,083	162,295	26,590	322,479	122,804	225,169	1,516,487	218,506
1892	265,318	305,503	2,302,342	565,203	131,876	31,609	287,335	90,037	183,209	1,511,375	196,920
1893	264,786	257,853	2,047,175	416,182	158,418	29,553	352,632	77,238	186,373	1,664,729	281,695
1894	266,001	253,984	1,984,489	450,853	234,611	32,215	326,482	131,792	188,432	1,890,929	236,783
1895	275,551	225,819	1,803,256	395,748	227,999	41,353	325,108	245,059	210,617	1,480,813	225,451

Year ending June 30—	Values.					Quantities.				
	Wood, and manufactures of.	All other articles.	Total domestic exports.	Total foreign ports.	Total domestic and foreign exports.	Corn (bushels).	Corn meal (barrels).	Wheat flour (barrels).	Cotton cloth (yards).	Oil, mineral (gallons).
1885	\$656,011	\$1,663,308	\$6,963,219	\$247,660	\$7,210,879	339,042	89,541	414,872	1,282,797	1,537,856
1886	621,409	1,707,736	7,113,699	208,427	7,322,126	282,365	108,266	443,583	2,089,258	1,582,595
1887	627,749	1,579,033	6,465,030	182,174	6,647,204	275,876	77,766	399,196	2,065,442	1,610,210
1888	753,000	1,761,121	7,450,018	161,515	7,611,533	289,739	76,846	452,893	1,838,376	1,905,580
1889	855,982	1,968,266	8,197,603	190,413	8,388,106	336,734	97,313	444,317	1,772,758	1,616,242
1890	978,502	1,991,139	8,074,433	214,353	8,288,786	428,636	91,584	456,438	2,027,783	1,946,007
1891	957,219	2,340,414	9,546,058	233,080	9,779,138	507,852	116,583	523,216	2,120,313	2,075,798
1892	742,941	1,498,589	7,995,185	135,072	8,130,257	388,523	87,511	475,855	1,856,840	2,020,467
1893	793,475	1,514,738	7,912,341	132,505	8,044,846	414,382	85,459	511,552	2,051,780	2,288,977
1894	909,018	1,606,427	8,387,220	124,796	8,512,016	487,455	89,490	549,824	3,564,641	2,286,965
1895	812,715	1,494,689	7,667,561	96,617	7,764,178	480,164	76,920	520,963	4,041,089	2,303,043

Commerce of the United States with countries with which reciprocity treaties were made under the authority of section 3 of tariff act of 1890—Continued.

IMPORTS INTO THE UNITED STATES FROM BRITISH WEST INDIES.

Year ending June 30—	Values.						
	Chemicals, drugs, and dyes.	Cocoa, or cacao, leaves, and shells.	Coffee.	Sugar.	Fruits and nuts.	Salt.	Spices.
1885.....	\$143,940	\$512,398	\$318,114	\$5,896,699	\$1,210,033	\$90,756	\$107,710
1886.....	215,599	476,126	231,514	6,028,361	1,342,863	116,655	147,778
1887.....	245,863	459,125	492,586	7,512,368	1,349,423	84,586	102,668
1888.....	430,822	591,739	953,593	6,936,995	1,766,118	106,537	90,283
1889.....	542,573	611,795	1,689,217	9,507,614	1,888,220	113,365	147,275
1890.....	461,925	674,165	803,281	8,589,677	2,415,937	119,631	167,820
1891.....	866,256	858,579	817,833	8,730,936	3,100,691	95,414	168,571
1892.....	434,793	939,182	1,064,100	6,891,156	1,936,028	94,279	167,103
1893.....	702,050	1,017,034	1,154,846	9,487,434	2,411,353	95,247	277,905
1894.....	477,092	976,063	1,343,814	6,890,949	2,318,881	72,023	294,904
1895.....	672,002	1,262,191	974,000	3,989,614	1,816,751	95,889	270,518

Year ending June 30—	Values.		Quantities.			
	Total free of duty.	Total dutiable.	Total free and dutiable.	Cocoa, or cacao, crude, etc. (pounds).	Coffee (pounds).	Sugar (pounds).
1885.....	\$2,426,932	\$7,936,449	\$10,363,381	3,497,059	3,896,698	282,270,638
1886.....	2,668,580	7,185,100	9,853,680	3,011,023	2,917,248	219,620,732
1887.....	2,776,573	8,793,206	11,569,779	3,019,944	4,551,959	327,913,725
1888.....	4,285,755	8,265,185	12,550,940	3,980,312	7,441,221	302,596,709
1889.....	5,106,066	10,879,496	15,985,562	4,582,679	14,083,710	340,363,305
1890.....	4,729,458	10,135,560	14,865,018	5,382,498	4,872,736	291,306,725
1891.....	9,781,685	6,511,499	16,293,184	6,920,351	5,073,444	328,283,727
1892.....	11,897,999	542,133	12,440,132	7,478,458	7,039,431	259,249,502
1893.....	15,360,315	668,277	16,028,592	7,502,672	6,927,964	332,067,481
1894.....	12,625,808	391,370	13,017,178	7,241,208	8,265,211	256,821,752
1895.....	6,827,458	2,949,986	9,777,444	10,517,246	6,189,000	193,498,237

1885.....	103,300,859
1886.....	133,139,092
1887.....	66,856,721
1888.....	94,984,022
1889.....	121,310,798
1890.....	129,568,204
1891.....	107,755,894
1892.....	106,795,553
1893.....	113,447,228
1894.....	93,549,034
1895.....	107,972,025

EXPORTS FROM THE UNITED STATES TO CUBA.

Year ending June 30—	Values.										Quantities.							
	Agricultural implements.	Breadstuffs.			Coal.	Iron and steel, and man- ufactures of.	Oils, mineral.	Provi- sions.	Vegeta- bles.	Wood, and manufac- tures of.	All other articles.	Total domestic exports.	Total foreign exports.	Total, domestic and foreign.	Corn (bush- els).	Wheat flour (bar- rels).	Coal (tons).	Oil, mineral (gallons).
		Corn.	Wheat flour.	All other bread- stuffs.														
1885.....	\$14,173	\$69,314	\$945,092	\$63,213	\$385,922	\$837,342	\$313,982	\$2,279,724	\$317,170	\$1,846,958	\$1,933,270	\$8,719,195	\$286,965	\$9,006,160	108,565	194,250	118,333	3,615,287
1886.....	39,054	100,820	988,625	67,672	409,158	1,378,829	431,163	2,148,299	407,272	1,806,198	2,632,086	10,020,879	388,291	10,409,170	203,959	198,464	135,711	4,651,032
1887.....	35,341	190,984	961,552	83,002	373,886	1,516,529	415,583	2,499,979	394,790	1,604,159	2,470,606	10,138,930	407,481	10,546,411	344,815	217,160	129,238	5,029,608
1888.....	42,205	91,014	1,238,067	58,671	460,584	1,257,423	428,478	2,648,910	390,323	1,320,536	2,117,349	9,724,124	329,436	10,053,560	151,669	282,518	158,331	5,231,403
1889.....	74,135	81,180	1,190,494	64,373	581,095	1,988,018	404,354	3,257,883	380,812	1,110,946	2,558,021	11,297,198	394,113	11,691,311	145,525	243,151	198,688	4,933,970
1890.....	126,492	258,775	1,164,538	97,305	722,856	2,709,904	595,711	2,902,802	322,355	1,208,476	2,975,201	12,669,509	414,906	13,084,415	594,542	255,820	237,140	6,887,311
1891.....	55,618	126,187	591,886	62,906	776,526	3,120,276	376,122	2,787,608	204,421	1,190,556	2,848,782	11,929,605	295,283	12,224,888	367,324	114,447	272,514	4,572,983
1892.....	84,442	369,131	1,826,348	109,552	1,041,751	4,410,798	479,102	4,214,481	540,329	1,528,753	3,348,883	17,622,411	331,159	17,953,570	627,177	366,175	373,110	6,915,362
1893.....	130,341	582,050	2,821,557	108,600	931,571	6,691,929	514,678	5,694,536	978,261	1,881,095	3,823,080	23,604,094	553,604	24,157,698	1,041,474	616,406	333,914	7,580,668
1894.....	118,269	571,326	2,473,805	119,410	915,800	4,696,327	524,578	5,137,105	797,464	1,571,297	3,199,940	19,855,237	270,084	20,125,321	1,136,657	662,248	331,902	7,374,130
1895.....	38,461	216,602	1,301,079	51,329	1,091,812	2,717,412	496,299	3,245,854	601,664	770,064	2,278,085	12,533,260	274,401	12,807,661	392,204	379,856	415,301	7,183,104

IMPORTS INTO THE UNITED STATES FROM CUBA.

Year ending June 30—	Values.										Quantities.					
	As- phal- tum.	Fruits and nuts.	Hides and skins, other fur skins.	Sugar.	Iron ore.	Tobacco.		Wood, unmanu- ufac- tured.	All other articles.	Total free of duty.	Total dutiable.	Total free and dutiable.	Asphal- tum (pounds).	Sugar (pounds).	Iron ore (tons).	Tobacco, unmanu- factured (pounds).
						Unman- ufac- tured.	Manu- factures of.									
1885.....	\$31,758	\$1,007,312	\$142,162	\$30,442,097	\$40,948	\$3,930,580	\$3,045,891	\$544,604	\$3,120,741	\$1,786,049	\$40,520,044	\$42,306,093	2,821,971	1,115,045,360	28,209	9,754,099
1886.....	21,711	1,004,019	150,657	37,297,411	76,670	4,074,299	3,182,453	569,301	4,734,259	1,765,751	49,345,029	51,110,780	3,369,595	1,210,503,201	51,268	10,883,766
1887.....	24,306	1,274,730	264,401	35,396,982	200,723	4,372,944	3,263,437	435,341	4,282,570	2,033,205	47,482,229	49,515,434	3,358,997	1,394,716,310	109,928	11,830,898
1888.....	31,284	1,462,574	185,452	34,545,116	258,728	4,607,705	3,291,537	383,491	4,553,200	2,066,379	47,252,708	49,319,087	8,168,619	1,209,170,332	117,504	11,501,749
1889.....	21,460	1,576,751	244,256	36,227,677	537,478	5,676,540	3,561,296	419,426	3,865,739	1,405,425	49,725,198	52,130,623	2,773,057	1,032,085,602	225,525	13,447,789
1890.....	27,492	1,793,921	283,627	35,420,441	566,417	7,106,233	3,982,007	515,020	4,106,433	1,761,711	51,039,880	53,801,591	5,405,010	1,041,072,920	287,322	16,916,695
1891.....	34,065	1,698,275	354,683	44,038,495	847,250	8,141,465	3,343,139	576,953	3,680,070	26,044,502	35,669,893	61,714,395	4,065,931	1,430,541,990	326,043	16,092,108
1892.....	29,208	2,182,213	274,510	60,838,552	79,626	7,997,015	2,805,675	525,169	3,190,703	66,140,835	11,790,836	77,931,671	10,162,400	1,983,534,689	265,993	18,432,323
1893.....	25,992	2,387,077	279,153	60,637,631	641,943	8,940,058	2,787,030	1,071,123	1,936,499	66,049,369	12,657,137	78,706,506	6,184,640	1,843,651,095	413,999	21,694,891
1894.....	10,724	1,920,614	132,221	63,147,745	199,818	5,828,964	2,052,504	681,270	1,704,401	67,418,289	8,259,972	75,678,261	4,307,520	2,127,502,319	150,964	14,578,248
1895.....	15,440	1,127,823	77,484	40,100,204	294,908	7,271,791	2,040,186	645,802	1,297,618	17,684,765	35,186,494	52,871,259	1,594,880	1,845,763,398	235,629	20,175,620

Commerce of the United States with countries with which reciprocity treaties were made under the authority of section 3 of tariff act of 1890—Continued.

EXPORTS FROM THE UNITED STATES TO PUERTO RICO.

Year ending June 30—	Values.										Quantities.	
	Breadstuffs.		Cotton, manufactures of.	Iron and steel, and manufactures of.	Oils, mineral.	Provisions.	Wood, and manufactures of.	All other articles.	Total domestic ports.	Total foreign ports.	Wheat flour (barrels).	Oil, mineral (gallons).
	Wheat flour.	All other breadstuffs.										
1885	\$364, 272	\$29, 893	\$14, 796	\$48, 969	\$50, 176	\$501, 425	\$282, 490	\$277, 184	\$1, 533, 177	\$36, 028	78, 534	.....
1886	479, 463	39, 080	9, 947	43, 297	55, 993	481, 241	285, 260	316, 288	1, 676, 929	33, 640	96, 833	517, 687
1887	508, 133	35, 771	9, 059	50, 666	63, 674	482, 623	287, 171	301, 395	1, 707, 241	31, 251	108, 503	541, 878
1888	608, 352	31, 838	23, 333	75, 539	74, 462	537, 751	293, 071	325, 272	1, 920, 358	49, 260	134, 549	571, 268
1889	638, 210	35, 572	18, 727	96, 878	97, 882	631, 622	311, 804	394, 236	2, 175, 458	49, 473	129, 946	818, 941
1890	699, 516	72, 241	30, 144	94, 739	131, 433	591, 879	267, 968	409, 618	2, 247, 700	49, 838	151, 996	1, 123, 251
1891	668, 828	80, 047	22, 529	123, 628	8, 966	636, 731	230, 920	383, 585	2, 112, 334	42, 900	127, 983	61, 269
1892	826, 561	126, 204	34, 048	98, 232	64, 219	820, 595	325, 103	561, 041	2, 808, 631	47, 372	162, 147	708, 488
1893	733, 308	103, 748	15, 744	159, 302	40, 927	764, 057	302, 547	390, 974	2, 502, 788	7, 819	167, 053	480, 390
1894	734, 443	136, 731	21, 284	144, 727	16, 565	893, 363	347, 226	426, 169	2, 705, 646	14, 862	200, 813	171, 446
1895	382, 676	28, 128	14, 480	135, 506	80, 096	608, 820	298, 240	285, 598	1, 820, 203	13, 341	118, 617	853, 479

IMPORTS INTO THE UNITED STATES FROM PUERTO RICO.

Year ending June 30—	Values.							Quantities.			
	Coffee.	Fruits and nuts.	Sugar.	Molasses.	All other articles.	Total free of duty.	Total dutiable.	Total free and dutiable.	Coffee (pounds).	Sugar (pounds).	Molasses (gallons).
1885	\$603,564	\$30,347	\$4,200,888	\$1,213,709	\$55,755	\$656,992	\$5,447,271	\$6,104,263	4,864,188	159,799,898	6,039,923
1886	356,106	40,270	3,244,023	881,187	72,958	431,757	4,162,787	4,594,544	2,929,175	93,002,688	3,945,952
1887	11,590	53,671	3,343,747	1,213,102	39,580	74,367	4,587,323	4,661,690	81,292	131,443,622	5,313,611
1888	224,374	60,793	2,997,713	1,085,554	44,049	293,450	4,119,033	4,412,483	1,309,659	115,653,809	4,995,306
1889	48,290	50,739	2,766,232	804,391	37,721	103,720	3,603,653	3,707,373	300,065	81,340,747	3,050,708
1890	140,435	32,896	2,750,774	1,110,473	19,048	176,394	3,877,232	4,053,626	635,841	76,926,934	4,106,368
1891	39,686	37,255	2,414,562	644,921	27,686	1,856,955	1,307,155	3,164,110	174,174	79,957,862	2,464,314
1892	26,891	32,336	2,308,657	861,079	19,044	3,236,337	11,670	3,248,007	141,150	80,474,547	3,312,448
1893	23,814	28,214	3,227,522	708,905	20,168	3,994,673	13,950	4,008,623	91,906	99,578,182	2,502,666
1894	81,226	15,187	2,394,051	630,370	14,800	3,126,895	8,739	3,135,634	372,427	75,546,030	2,554,265
1895	11,724	15,910	994,084	418,645	66,149	375,364	1,131,148	1,506,512	66,782	56,352,954	2,038,121

EXPORTS FROM THE UNITED STATES TO SANTO DOMINGO.

Year ending June 30—	Values.											Quantities.				
	Breadstuffs.		Cotton.		Fish, dried, smoked, or cured.	Iron and steel, and manufac- tures of.	Oils, mineral.	Provi- sions.	Wood, and manufac- tures of.	All other articles.	Total domestic exports.	Total foreign exports.	Total domestic and for- eign.	Wheat flour (barrels)	Cotton cloth (yards).	Oil, mineral (gallons).
	Wheat flour.	All other bread- stuffs.	Cloth.	All other manufac- tures of.												
1885.....	\$148,069	\$12,748	\$156,658	\$5,045	\$51,199	\$121,783	\$24,313	\$133,874	\$119,332	\$213,680	\$962,428	\$24,273	\$986,701	29,014	2,550,037	193,269
1886.....	193,543	10,532	219,042	6,652	59,418	87,077	26,207	143,113	85,426	212,920	1,017,285	26,645	1,043,930	37,021	3,788,765	240,269
1887.....	143,689	9,241	245,623	16,810	47,996	78,636	35,312	112,613	102,193	240,752	1,014,414	18,451	1,032,865	29,649	4,228,792	316,250
1888.....	135,285	8,348	116,278	2,218	45,096	86,719	22,788	114,054	76,593	210,328	792,560	25,147	817,707	28,295	1,874,755	197,195
1889.....	202,678	9,505	119,416	6,910	73,430	192,991	41,938	163,478	94,198	275,475	1,150,651	29,368	1,180,019	37,645	1,760,817	360,568
1890.....	149,260	13,721	63,890	2,635	48,884	169,538	34,938	123,094	117,387	226,870	926,651	23,566	950,217	31,675	1,048,066	276,580
1891.....	206,239	15,762	45,268	7,649	60,858	204,986	26,323	146,950	103,588	206,128	986,826	36,925	1,023,751	38,431	710,195	217,469
1892.....	151,942	19,646	56,853	5,748	51,636	294,480	38,188	111,429	109,717	179,811	984,188	35,262	1,019,450	29,231	950,831	380,362
1893.....	110,001	31,667	95,478	5,858	58,570	285,599	28,546	143,491	103,973	280,296	1,108,733	34,746	1,143,479	24,935	1,618,085	305,083
1894.....	167,988	25,469	289,135	11,355	75,599	436,294	37,600	198,685	170,209	356,268	1,715,782	52,820	1,768,602	44,173	5,171,125	456,460
1895.....	144,649	31,736	78,793	6,661	62,812	386,812	37,400	159,934	150,545	301,725	1,318,919	42,148	1,361,067	41,836	1,439,434	361,567

IMPORTS INTO THE UNITED STATES FROM SANTO DOMINGO.

Year ending June 30—	Values.							Quantities.			
	Chemicals, drugs, and dyes.	Coffee.	Hides and skins other than fur skins.	Sugar.	Wood, unmanufactured.	All other articles.	Total free of duty.	Total dutiable.	Total free and dutiable.	Coffee (pounds).	Sugar (pounds).
1885	\$5,437	\$3,891	\$56,932	\$1,332,684	\$16,688	\$45,787	\$96,217	\$1,365,202	\$1,461,419	44,387	42,523,684
1886	48,737	13,929	105,377	1,334,305	84,327	69,456	261,862	1,394,269	1,656,131	155,255	39,018,824
1887	15,792	-----	84,612	1,180,901	77,215	21,606	189,100	1,191,026	1,380,126	-----	42,054,795
1888	34,988	25,412	72,492	1,248,544	55,927	22,029	200,702	1,258,690	1,459,392	133,530	44,793,992
1889	128,087	100,868	60,497	1,142,844	4,070	17,895	303,757	1,150,504	1,454,261	823,920	36,905,443
1890	73,618	49,443	77,279	1,715,364	15,120	20,189	230,841	1,720,172	1,951,013	242,954	47,033,940
1891	86,013	51,972	95,503	1,282,631	66,345	27,896	1,009,690	600,670	1,610,360	263,683	40,889,124
1892	32,713	38,040	81,647	2,017,739	91,951	31,658	2,279,267	14,481	2,293,748	200,147	62,615,068
1893	27,226	111,823	81,071	2,054,201	57,965	64,029	2,368,620	27,695	2,396,315	553,584	64,035,840
1894	74,390	71,357	60,082	2,875,810	55,591	63,622	3,164,062	36,790	3,200,852	283,920	89,421,821
1895	108,083	55,090	55,475	1,188,951	56,018	50,966	477,707	1,036,876	1,514,583	322,592	66,492,169

EXPORTS FROM THE UNITED STATES TO HONDURAS.

Year ending June 30—	Values.										Quantities.	
	Breadstuffs.		Cotton manufac- tures.		Iron and steel, and manufac- tures of.	Leather, and manufac- tures of.	Provi- sions.	Wood, and manufac- tures of.	All other articles.	Total domestic exports.	Total foreign exports.	Total domestic and foreign exports.
	Wheat flour.	All other bread- stuffs.	Cloth.	All other manufac- tures.								
1885 ¹	\$64,703	\$7,420	\$64,522	\$2,915	\$100,118	\$6,417	\$22,541	\$17,919	\$155,344	\$428,104	\$13,795	\$441,899
1886	62,702	4,476	74,304	4,298	79,163	6,836	28,800	19,802	161,512	425,741	16,182	441,923
1887	69,235	7,487	80,793	39,152	196,740	9,919	40,213	29,518	217,518	672,796	17,779	690,575
1888	66,032	6,739	87,860	8,322	131,332	10,491	36,290	21,860	268,249	618,973	18,202	637,175
1889	56,263	4,767	83,807	22,630	79,381	10,485	27,548	21,075	246,068	522,631	29,393	552,024
1890	89,488	6,793	64,190	12,512	150,180	6,049	31,078	22,738	257,893	583,114	57,807	640,921
1891	74,400	5,735	81,071	10,243	85,155	10,859	34,326	29,323	184,112	478,947	36,277	515,224
1892	62,090	6,400	63,694	4,039	70,493	7,836	35,859	25,524	195,760	442,907	28,788	471,695
1893	48,526	5,981	130,386	8,567	109,476	10,842	31,438	25,339	187,956	537,463	21,048	558,511
1894	51,596	5,921	181,269	24,363	87,112	17,020	27,053	17,984	233,463	615,009	30,772	645,781
1895												

IMPORTS INTO THE UNITED STATES FROM HONDURAS.

Year ending June 30—	Values.								Quantities.	
	Chemicals, drugs, and dyes.	Coffee.	Fruits and nuts.	Hides and skins other than fur skins.	India rub- ber, crude.	All other articles.	Total free of duty.	Total duti- able.	Total free and dutiablo.	Coffee (pounds).
	India rub- ber, crude (pounds).									
1885 ¹	\$59,801	\$1,934	\$530,983	\$80,415	\$26,295	\$31,131	\$728,162	\$2,397	\$730,559	16,319
1886	49,324	9,762	589,753	99,909	79,465	29,706	854,801	3,118	857,919	66,087
1887	46,877	10,419	639,384	111,238	120,854	30,759	956,381	2,950	959,331	57,981
1888	24,181	418,690	545,083	86,308	129,264	12,035	1,210,607	4,954	1,215,561	3,322,502
1889	50,706	39,456	729,145	53,211	100,529	11,357	980,681	3,723	984,404	202,641
1890	45,641	9,845	932,024	41,153	117,170	13,758	1,152,993	6,598	1,159,591	53,507
1891	38,011	18,757	768,677	59,116	64,973	12,795	959,989	2,340	962,329	93,926
1892	48,231	16,907	527,938	32,707	49,175	9,954	683,424	1,488	684,912	96,664
1893	60,017	56,090	520,066	34,686	82,585	11,694	761,500	3,638	765,138	393,707
1894	90,473	114,989	547,045	28,976	78,949	11,880	825,974	46,338	872,312	583,619
1895										

¹ Not separately stated.

EXPORTS FROM THE UNITED STATES TO SALVADOR.

Year ending June 30—	Values.										Quantities.					
	Breadstuffs.		Cotton manu- factures.		Iron and steel, and manufac- tures of.	Oils, mineral.	Provi- sions.	Wine.	Wood, and man- ufactures of.	All other articles.	Total domestic exports.	Total foreign exports.	Total domestic and foreign exports.	Wheat flour (bar- rels).	Cotton cloth (yards).	Oils, mineral (gallons.)
	Wheat flour.	All other bread- stuffs.	Cloth.	All other manu- fac- tures of.												
1885 ¹	\$146,453	\$2,369	\$84,954	\$3,192	\$62,326	\$9,505	\$17,751	\$5,229	\$22,570	\$122,841	\$470,541	\$6,649	\$477,190	33,882	1,574,999	52,943
1886	155,538	1,818	77,621	4,778	67,904	14,009	14,158	9,181	9,429	123,450	477,125	761	477,886	36,870	1,430,845	85,215
1887	193,124	5,119	91,006	5,041	124,051	18,333	15,935	12,835	22,607	159,217	645,302	1,966	647,268	46,134	1,590,361	114,589
1888	169,359	4,323	116,338	6,882	134,798	23,553	11,816	10,912	37,879	185,336	690,884	10,312	701,196	37,294	2,086,304	132,306
1889	208,312	7,717	115,592	4,889	226,199	17,127	11,089	13,431	46,925	248,265	886,231	13,315	899,546	47,875	2,144,106	97,747
1890	273,162	25,071	216,669	5,051	198,483	25,083	3,502	27,577	48,792	327,070	1,134,995	15,465	1,150,460	59,784	3,742,780	168,469
1891	331,784	14,340	163,944	4,863	223,341	23,115	12,005	54,001	74,039	392,836	1,274,021	20,247	1,294,268	65,160	3,065,506	164,886
1892	250,272	37,996	98,444	7,803	241,233	27,239	29,079	51,282	74,973	320,109	1,118,054	20,376	1,138,430	59,756	1,843,224	183,793
1893	241,162	120,026	114,354	6,744	152,968	31,681	25,731	30,041	62,234	286,754	1,059,292	12,403	1,071,695	68,755	2,262,071	223,168
1894	230,274	25,351	176,427	29,426	239,684	21,737	10,998	59,556	81,894	385,281	1,236,595	24,033	1,260,628	73,385	3,895,439	139,508

IMPORTS INTO THE UNITED STATES FROM SALVADOR.

Year ending June 30—	Values.										Quantities.		
	Chemicals, drugs, and dyes.	Coffee.	Hides and skins, other than fur skins.	India rub- ber, crude.	Sugar.	All other articles.	Total free of duty.	Total dutyable.	Total free and dutyable.	Coffee (pounds).	Sugar (pounds).		
1885 ¹	\$32,779	\$1,023,927	\$38,116	\$15,324	\$148,123	\$3,006	\$1,113,043	\$148,232	\$1,261,275	10,361,373	4,264,246		
1886	41,891	809,096	33,810	17,844	152,152	4,548	907,189	152,152	1,059,341	6,813,774	4,167,429		
1887	49,946	1,287,090	26,638	22,688	85,607	1,461	1,387,692	85,738	1,473,430	10,155,921	3,076,850		
1888	72,511	1,510,628	25,882	16,980	26,188	9,973	1,635,466	26,696	1,662,162	11,306,097	911,153		
1889	41,603	1,305,894	17,631	12,343	69,846	6,641	1,384,112	69,846	1,453,958	8,096,372	1,876,450		
1890	28,748	1,670,869	13,988	14,149	49,844	5,468	1,733,222	49,844	1,783,066	10,498,931	1,338,200		
1891	16,911	2,272,251	16,883	10,043	11,795	2,819	2,330,697	5	2,330,702	14,898,127	337,400		
1892	26,629	1,282,999	18,159	12,918	4,367	658	1,355,674	56	1,355,730	7,880,932	218,450		
1893	62,843	2,835,314	14,564	9,354	1,533	2,861	2,925,720	749	2,926,469	18,148,884	69,000		
1894	21,142	3,136,647	9,686	5,588	.....	1,614	3,174,588	89	3,174,677	21,597,325	21,511		

¹ Not separately stated.

EXPORTS OF BREADSTUFFS.

Statement showing the total exports of breadstuffs from the United States to all foreign countries, annually, from 1885 to 1895, inclusive.

Year ending June 30—	Barley.		Bread and biscuit.		Corn.		Corn meal.		Oats.	
	Bushels.	Values.	Pounds.	Values.	Bushels.	Values.	Barrels.	Values.	Bushels.	Values.
1885.....	629, 130	\$346, 302	16, 471, 972	\$702, 027	51, 834, 416	\$28, 003, 863	260, 510	\$816, 459	4, 191, 692	\$1, 589, 640
1886.....	252, 183	166, 330	16, 778, 850	725, 476	63, 655, 433	31, 730, 922	293, 546	858, 370	5, 672, 694	1, 944, 772
1887.....	1, 305, 300	853, 405	15, 060, 061	659, 924	40, 307, 252	19, 347, 361	265, 333	705, 343	440, 283	179, 634
1888.....	550, 884	317, 239	13, 948, 708	658, 589	24, 278, 417	13, 355, 950	270, 613	765, 036	332, 564	143, 284
1889.....	1, 440, 321	853, 490	14, 494, 880	749, 652	69, 592, 929	32, 982, 277	312, 186	870, 485	624, 226	245, 562
1890.....	1, 408, 311	754, 605	15, 035, 540	766, 476	101, 973, 717	42, 658, 015	361, 248	896, 879	13, 692, 776	4, 510, 055
1891.....	973, 062	669, 203	15, 541, 655	838, 848	30, 768, 213	17, 652, 687	318, 329	946, 977	9, 953, 010	405, 708
1892.....	2, 800, 075	1, 751, 445	14, 449, 625	775, 596	75, 451, 849	41, 590, 460	287, 609	919, 961	9, 425, 078	3, 842, 559
1893.....	3, 035, 267	1, 468, 843	14, 583, 967	752, 353	46, 037, 274	24, 587, 511	271, 155	793, 081	2, 380, 643	951, 920
1894.....	5, 219, 405	2, 379, 714	15, 185, 175	723, 873	65, 324, 841	30, 211, 154	291, 172	770, 526	5, 750, 266	2, 027, 934
1895.....	1, 563, 754	767, 228	14, 206, 314	634, 600	27, 691, 137	14, 650, 767	223, 567	648, 844	569, 977	200, 793

Year ending June 30—	Oatmeal.		Rye.		Rye flour.		Wheat.		Wheat flour.		Total values.
	Pounds.	Values.	Bushels.	Values.	Barrels.	Values.	Bushels.	Values.	Barrels.	Values.	
1885.....	36, 205, 413	\$1, 036, 011	2, 950, 558	\$2, 000, 294	3, 972	\$15, 937	84, 653, 714	\$72, 933, 097	10, 648, 145	\$52, 146, 336	\$160, 370, 821
1886.....	29, 495, 008	755, 973	196, 725	133, 105	3, 329	12, 733	57, 759, 209	50, 262, 715	8, 179, 241	38, 442, 955	125, 846, 558
1887.....	16, 818, 330	456, 023	357, 256	216, 190	3, 341	11, 781	101, 971, 949	90, 716, 481	11, 418, 449	51, 950, 082	165, 768, 662
1888.....	4, 329, 293	130, 488	78, 783	50, 705	2, 674	10, 068	65, 789, 261	56, 241, 468	11, 963, 574	54, 777, 710	127, 191, 687
1889.....	10, 210, 413	273, 173	287, 252	158, 917	3, 669	13, 370	46, 414, 129	41, 652, 701	9, 374, 803	45, 296, 485	123, 876, 661
1890.....	25, 460, 322	784, 879	2, 257, 377	1, 279, 814	3, 933	13, 782	54, 387, 767	45, 275, 906	12, 231, 711	57, 036, 168	154, 925, 927
1891.....	7, 736, 873	221, 316	332, 739	212, 161	4, 254	18, 185	55, 131, 948	51, 420, 272	11, 344, 304	54, 705, 616	128, 121, 656
1892.....	20, 908, 190	555, 957	12, 041, 316	11, 432, 160	4, 552	22, 461	157, 260, 351	161, 399, 132	15, 196, 769	75, 362, 283	299, 363, 117
1893.....	5, 762, 701	160, 660	1, 477, 058	1, 002, 796	2, 811	10, 290	117, 121, 109	93, 534, 970	16, 620, 339	75, 494, 347	200, 312, 654
1894.....	9, 719, 337	238, 528	230, 822	126, 532	3, 055	9, 273	88, 415, 230	59, 407, 041	16, 859, 533	69, 271, 770	166, 777, 229
1895.....	20, 499, 253	566, 321	9, 437	5, 340	3, 768	12, 062	76, 102, 704	43, 805, 663	15, 268, 892	51, 651, 928	114, 604, 780

BREADSTUFFS EXPORTED FROM THE UNITED STATES TO THE UNITED KINGDOM.

Year ending June 30—	Barley.		Bread and biscuit.		Corn.		Corn meal.		Oats.		Oatmeal.	
	Bushels.	Values.	Pounds.	Values.	Bushels.	Values.	Barrels.	Values.	Bushels.	Values.	Pounds.	Values.
1885.....	405,276	\$235,514	348,815	\$16,933	32,298,606	\$17,323,398	1,652	\$5,198	2,336,036	\$926,924	32,377,073	\$945,624
1886.....	16,885	12,154	150,319	13,878	37,871,149	19,029,625	713	2,230	3,327,266	1,139,847	22,341,012	609,333
1887.....	979,441	686,091	151,767	17,923	24,265,983	11,787,301	403	1,182	52,521	18,700	11,000,653	334,507
1888.....	.....	.....	110,615	11,843	14,259,487	8,022,085	4,550	11,749	200	90	3,249,663	101,733
1889.....	994,899	617,547	71,734	8,418	31,096,727	19,783,786	1,274	3,462	910	320	9,642,329	259,119
1890.....	977,959	558,933	90,815	9,787	54,601,034	23,156,737	14,041	45,475	6,912,900	2,300,259	24,695,954	763,612
1891.....	537,959	362,605	133,251	13,589	14,131,181	8,167,775	19,990	64,334	301,067	105,026	7,058,214	201,111
1892.....	1,610,595	993,963	72,982	7,784	36,503,653	20,293,642	50,027	158,448	8,484,526	3,450,296	20,343,899	539,049
1893.....	2,546,295	1,247,292	57,738	6,563	17,124,238	9,048,469	38,984	125,909	1,210,206	476,013	5,265,906	146,919
1894.....	4,686,730	2,151,595	75,364	7,980	26,849,826	12,393,439	35,648	98,123	836,983	303,621	9,029,576	218,503
1895.....	1,215,247	621,112	69,942	6,989	15,363,975	8,126,526	59,545	180,362	7,086	2,725	15,693,482	418,844

Year ending June 30—	Rye.		Rye flour.		Wheat.		Wheat flour.		All other breadstuffs and preparations used as food (values).	Total values.
	Bushels.	Values.	Barrels.	Values.	Bushels.	Values.	Barrels.	Values.		
1885.....	.....	.....	.....	.....	56,532,002	\$47,627,248	6,807,538	\$34,309,802	\$251,559	\$101,642,200
1886.....	307	\$185	.....	.....	40,678,739	34,926,241	4,914,782	23,388,109	183,967	79,305,569
1887.....	.....	.....	.....	.....	54,352,915	48,227,988	7,632,071	34,908,753	84,515	96,066,960
1888.....	.....	.....	.....	.....	41,332,300	35,431,862	8,070,550	37,807,398	113,339	81,500,099
1889.....	34,229	18,542	.....	.....	31,568,536	28,090,232	5,271,344	25,585,310	128,932	74,495,668
1890.....	449,566	274,468	143	\$560	38,240,523	31,470,318	7,423,988	35,428,024	143,724	94,151,897
1891.....	.....	.....	.....	.....	29,820,650	27,281,400	7,037,420	33,781,917	189,248	70,167,005
1892.....	438,069	417,966	.....	.....	67,293,960	68,704,503	9,603,910	47,251,480	450,977	142,268,108
1893.....	377,025	255,126	.....	.....	72,513,134	57,853,514	10,361,860	48,319,856	369,904	117,849,565
1894.....	50,447	30,914	.....	.....	50,868,680	33,602,839	9,987,179	43,246,944	387,836	92,441,794
1895.....	8,330	4,800	.....	.....	54,373,341	30,453,104	8,825,277	30,529,897	532,503	70,876,862

Statement showing the total exports of breadstuffs from the United States to all foreign countries, annually, from 1885 to 1895, inclusive—Continued.

BREADSTUFFS EXPORTED FROM THE UNITED STATES TO FRANCE.

Year ending June 30—	Barley.		Bread and biscuit.		Corn.		Corn meal.		Oats.		Oatmeal.	
	Bushels.	Values.	Pounds.	Values.	Bushels.	Values.	Barrels.	Values.	Bushels.	Values.	Pounds.	Values.
1885.....			100	\$10	2,880,532	\$1,496,410	26	\$69	671,415	\$248,625		
1886.....			40	2	7,776,482	3,797,792			1,035,292	350,088		
1887.....			50	3	1,958,750	926,789	60	212	75	65		
1888.....	200	\$140	1,032	68	1,135,861	583,270						
1889.....					6,564,952	3,027,810			80	33		
1890.....			600	40	8,481,129	3,576,529	140	412	2,922,568	973,378		
1891.....					152,177	91,668			53,495	19,300		
1892.....					2,034,257	1,055,279						
1893.....					1,198,492	596,664			195,119	86,131		
1894.....	159,036	65,979	8,365	574	2,316,428	1,115,015	1,800	4,975	1,602,728	545,110		
1895.....			1,500	54	621,101	306,689			187	81		

Year ending June 30—	Rye.		Rye flour.		Wheat.		Wheat flour.		All other breadstuffs and preparations used as food (values).	Total values.
	Bushels.	Values.	Barrels.	Values.	Bushels.	Values.	Barrels.	Values.		
1885.....	49,905	\$32,158			8,565,129	\$7,482,896	2,034	\$16,967	\$4,405	\$9,281,540
1886.....					2,014,404	1,826,806	93	537	1,233	5,976,458
1887.....	73,135	45,697			16,546,090	17,471,763	435	1,668	2,638	18,448,835
1888.....					4,212,947	3,635,303	8,528	34,322	1,045	4,254,148
1889.....					7,655,176	6,854,189	200	900	2,470	9,885,402
1890.....					3,846,505	3,233,618	283	1,664	1,728	7,787,369
1891.....					13,843,054	12,590,322	70,134	352,085	4,423	13,057,798
1892.....					42,139,488	43,778,633	210,402	1,178,475	8,054	46,020,441
1893.....					7,494,384	6,010,911	1,818	8,157	6,856	6,708,721
1894.....					8,701,100	5,992,151	1,963	8,158	13,145	7,745,107
1895.....					1,596,791	945,594	1,102	4,174	18,659	1,267,251

BREADSTUFFS EXPORTED FROM THE UNITED STATES TO BELGIUM.

Year ending June 30—	Barley.		Bread and biscuit.		Corn.		Corn meal.		Oats.		Oatmeal.	
	Bushels.	Values.	Pounds.	Values.	Bushels.	Values.	Barrels.	Values.	Bushels.	Values.	Pounds.	Values.
1885.....					1,469,840	\$769,658	4	\$15	306,737	\$110,970	3,500	\$119
1886.....			1,720	\$145	1,571,438	790,156	65	166	629,801	208,465	2,532	94
1887.....			1,678	105	1,474,283	713,991	247	690				
1888.....			280	28	1,117,769	622,966	4	8			2,000	60
1889.....					4,009,886	1,949,582	207	536				
1890.....					4,793,323	2,012,466	1,743	5,600	1,362,860	447,445		
1891.....	33,508	\$26,900			2,356,012	1,321,173	720	2,818	133,094	47,276	3,690	101
1892.....	209,544	142,064			4,167,480	2,264,274	5,462	16,145	400	200		
1893.....					1,677,314	891,916			134,489	53,047		
1894.....					2,153,019	1,033,807	329	1,000	741,865	255,854		
1895.....					1,153,999	613,428	300	850			78,800	2,940

Year ending June 30—	Rye.		Rye flour.		Wheat.		Wheat flour.		All other breadstuffs and preparations of, used as food* (values).	Total values.
	Bushels.	Values.	Barrels.	Values.	Bushels.	Values.	Barrels.	Values.		
1885.....	600,679	\$390,143			8,287,470	\$7,559,761	138,405	\$682,575	\$7,827	\$9,521,068
1886.....	19,729	10,851			4,842,934	4,378,302	30,044	137,020	20,718	5,545,917
1887.....	88,477	54,210			10,498,727	9,442,243	166,414	667,921	6,804	10,885,964
1888.....					5,925,077	5,148,318	160,524	726,640	10,994	6,509,014
1889.....	31,977	18,550			1,825,942	1,713,963	47,417	209,468	10,152	3,902,251
1890.....	974,125	555,433			3,741,303	3,065,485	170,094	808,071	11,455	6,905,955
1891.....	126,563	77,931			4,033,382	3,850,664	115,896	536,826	17,230	5,880,919
1892.....	1,233,072	1,166,164			19,451,804	20,283,176	230,983	1,149,099	40,294	25,061,416
1893.....	253,980	172,864			8,794,955	7,125,742	195,544	969,480	24,065	9,237,114
1894.....					7,028,355	4,783,145	188,722	849,492	80,148	7,003,446
1895.....					5,128,509	3,047,656	175,711	562,949	44,515	4,272,338

Statement showing the total exports of breadstuffs from the United States to all foreign countries, annually, from 1885 to 1895, inclusive—Continued.

BREADSTUFFS EXPORTED FROM THE UNITED STATES TO GERMANY.

Year ending June 30—	Barley.		Bread and biscuit.		Corn.		Corn meal.		Oats.		Oatmeal.	
	Bushels.	Values.	Pounds.	Values.	Bushels.	Values.	Barrels.	Values.	Bushels.	Values.	Pounds.	Values.
1885.....	110	\$100	2,724	\$204	4,371,471	\$2,319,056	105	\$436	455	\$551	34,380	\$845
1886.....			7,033	478	4,365,419	2,272,113	1,987	4,861	12,279	4,022	61,430	1,891
1887.....			724	77	2,638,167	1,302,960	72	167	.....	.....	8,015	280
1888.....			5,538	586	937,627	498,220	1	8	.....	.....	26,140	1,164
1889.....			7,053	646	4,608,481	2,251,999	.....	.....	.....	.....	40,020	1,166
1890.....			3,019	364	11,419,063	4,824,991	.....	.....	111,696	36,197	57,200	1,483
1891.....			1,366	134	3,745,574	2,042,404	2	6	.....	.....	47,651	1,255
1892.....			5,302	501	13,901,239	7,481,125	320	955	165,150	66,068	61,200	1,851
1893.....			3,617	430	5,311,080	2,794,689	137	532	4,410	1,870	187,740	5,590
1894.....			8,365	574	11,438,349	5,399,631	103	207	408,886	152,130	359,110	10,645
1895.....			18,187	1,074	3,217,835	1,672,539	2,128	5,375	1,015	368	1,796,002	56,269

Year ending June 30—	Rye.		Rye flour.		Wheat.		Wheat flour.		All other breadstuffs and preparations used as food (values).	Total values.
	Bushels.	Values.	Barrels.	Values.	Bushels.	Values.	Barrels.	Values.		
1885.....	1,691,563	\$1,168,029	.....	.....	745,561	\$687,235	32,398	\$137,911	\$31,414	\$4,345,781
1886.....	140,125	97,132	43	\$257	356,352	316,429	10,535	51,157	16,734	2,765,074
1887.....	93,909	54,835	.....	.....	888,857	833,231	43,499	216,238	13,495	2,421,283
1888.....	5,982	3,563	.....	.....	768,429	677,069	45,912	221,078	21,678	1,423,366
1889.....	119,200	67,470	.....	.....	8,786	7,926	13,009	66,988	29,461	2,417,740
1890.....	569,184	315,065	.....	.....	263,887	295,953	6,575	31,087	24,013	5,241,126
1891.....	182,044	116,664	.....	.....	7,635,926	7,842,902	8,864	41,039	30,583	2,528,038
1892.....	3,965,191	3,759,584	120	480	3,136,326	2,569,261	54,277	266,519	153,368	19,573,353
1893.....	337,393	217,782	.....	.....	1,760,779	1,177,259	209,719	1,011,385	205,267	6,806,806
1894.....	63,455	35,138	.....	.....	2,526,930	1,522,736	286,129	1,287,014	187,374	8,249,972
1895.....	.....	.....	.....	.....	.....	.....	256,650	740,204	108,634	4,107,259

BREADSTUFFS EXPORTED FROM THE UNITED STATES TO THE NETHERLANDS.

Year ending June 30—	Barley.		Bread and biscuit.		Corn.		Corn meal.		Oats.		Oatmeal.	
	Bushels.	Values.	Pounds.	Values.	Bushels.	Values.	Barrels.	Values.	Bushels.	Values.	Pounds.	Values.
1885.....					1,168,349	\$614,590					36,450	\$1,470
1886.....					1,980,537	995,937			43,572	\$14,260		
1887.....			500	\$110	1,453,066	699,221					35,450	1,048
1888.....			199	16	872,485	488,888					32,350	976
1889.....			3,255	164	1,468,038	716,735	358	\$1,088			6,420	185
1890.....	31,971	\$9,950	220	26	3,367,423	1,376,035	100	210	252,595	79,823	1,000	30
1891.....			500	50	1,750,191	1,002,870	459	1,600	53,353	19,037	62,300	1,580
1892.....	47,072	25,100	1,380	63	7,020,503	3,787,226	1,545	4,422	43,490	17,617	92,602	2,937
1893.....					2,408,667	1,236,809	1,391	4,477	249,154	96,364	53,600	1,615
1894.....					5,843,436	2,733,705	2,107	5,246	1,008,115	364,099	212,760	5,848
1895.....	1,345	978	500	30	2,283,425	1,203,165	2,461	7,385	15,154	5,644	2,759,091	82,546

Year ending June 30—	Rye.		Rye flour.		Wheat.		Wheat flour.		All other breadstuffs and preparations of, used as food (values).		Total values.	
	Bushels.	Values.	Bushels.	Values.	Bushels.	Values.	Barrels.	Values.				
1885.....	539,400	\$367,640			2,065,507	\$1,878,637	150,009	\$840,145	\$15,922	\$3,718,404		
1886.....	35,240	23,935			672,175	605,389	92,296	466,120	8,264	2,113,905		
1887.....	89,992	54,377			2,095,633	1,883,189	308,313	1,487,475	13,317	4,138,737		
1888.....					2,256,761	1,892,773	176,195	856,124	17,284	3,256,061		
1889.....			143	\$560	56,931	49,615	92,260	484,295	11,505	1,264,147		
1890.....	49,758	29,156			385,170	305,283	494,108	2,438,681	10,461	4,249,655		
1891.....					380,245	412,436	292,034	1,364,519	15,264	2,817,356		
1892.....	2,049,401	2,006,244			8,515,631	8,546,519	563,485	2,905,931	259,735	17,555,794		
1893.....	232,029	163,344			8,556,870	6,872,871	953,525	4,741,637	180,242	13,297,359		
1894.....					6,666,186	4,651,574	1,183,602	5,100,248	133,640	12,994,360		
1895.....					4,019,510	2,433,063	792,134	2,762,014	150,404	6,645,229		

Statement showing the total exports of breadstuffs from the United States to all foreign countries, annually, from 1885 to 1895, inclusive—Continued.

BREADSTUFFS EXPORTED FROM THE UNITED STATES TO SWEDEN AND NORWAY.

Year ending June 30—	Barley.		Bread and biscuit.		Corn.		Corn meal.		Oats.		Oatmeal.	
	Bushels.	Values.	Pounds.	Values.	Bushels.	Values.	Barrels.	Values.	Bushels.	Values.	Pounds.	Values.
1885.....			3,859	\$270	359,000	\$187,690	.....	.....	.....	.....	.....	.....
1886.....			304	10	452,680	236,590	.....	.....	.....	.....	.....	.....
1887.....			7	2	304,295	146,185	50	\$104	.....	.....	.....	.....
1888.....					16,000	8,800	63	190	.....	.....	.....	.....
1889.....					164,266	76,600	17	52	.....	.....	.....	.....
1890.....					249,406	108,880	2	5	.....	.....	.....	.....
1891.....			7,300	365	14,400	8,779	.....	.....	.....	.....	.....	.....
1892.....					251,534	149,387	.....	.....	71,615	\$38,388	2,400	\$142
1893.....												
1894.....			960	71	12,650	6,077	.....	.....	.....	.....	.....	.....
1895.....					17,820	9,500	15	45	.....	.....	.....	.....

Year ending June 30—	Rye.		Rye flour.		Wheat.		Wheat flour.		All other breadstuffs, and preparations of, used as food (values).	Total values.
	Bushels.	Values.	Barrels.	Values.	Bushels.	Values.	Barrels.	Values.		
1885.....					42,618	\$38,088	13,451	\$45,961	\$971	\$272,980
1886.....					16,508	15,523	1,461	6,277	307	258,657
1887.....							12,350	53,770	231	200,292
1888.....							20,589	91,095	713	123,258
1889.....					26,000	22,460	6,470	31,534	1,342	109,528
1890.....							12,346	60,416	1,946	171,247
1891.....					7,988	8,387	10,902	46,718	1,442	104,079
1892.....	1,089,045	\$1,065,240	.....	.....	1,231,409	1,279,142	35,095	177,217	1,502	2,710,876
1893.....	28,218	22,574	.....	.....	675,171	525,092	82,658	360,905	2,266	910,979
1894.....					458,042	312,260	64,338	223,953	3,348	545,709
1895.....					656,566	388,228	12,701	40,778	2,878	441,429

BREADSTUFFS EXPORTED FROM THE UNITED STATES TO MEXICO.

Year ending June 30—	Barley.		Bread and biscuit.		Corn.		Corn meal.		Oats.		Oatmeal.	
	Bushels.	Values.	Pounds.	Values.	Bushels.	Values.	Barrels.	Values.	Bushels.	Values.	Pounds.	Values.
1885.....	469	\$224	411,379	\$35,600	2,058,937	\$1,371,318	2,445	\$8,487	7,680	\$3,646	3,840	\$183
1886.....	209	154	281,401	23,190	1,263,953	728,630	1,089	3,365	8,507	3,883	6,706	285
1887.....	2,158	1,355	361,094	30,449	894,496	488,423	1,386	4,457	11,359	4,895	5,940	266
1888.....	13,404	8,303	397,037	34,106	216,468	121,313	901	3,145	30,228	16,177	17,849	656
1889.....	6,880	3,487	557,657	49,119	434,997	194,778	799	2,447	6,582	2,762	10,828	464
1890.....	3,164	1,428	769,337	53,245	961,458	481,052	1,202	3,301	19,355	8,065	17,642	704
1891.....	402	276	846,025	52,623	615,332	389,619	2,256	8,190	14,398	6,481	13,812	721
1892.....	2,429	1,320	897,994	57,334	754,548	489,702	1,228	3,953	14,210	7,662	16,639	815
1893.....	5,382	2,699	919,686	61,680	6,960,356	4,343,777	2,000	6,109	20,630	10,012	36,099	1,555
1894.....	12,323	11,768	665,090	40,356	431,516	220,362	1,096	2,896	14,610	6,249	33,563	1,433
1895.....	5,074	2,510	560,913	31,411	179,611	108,272	361	1,171	11,687	5,137	71,405	2,580

Year ending June 30—	Rye.		Rye flour.		Wheat.		Wheat flour.		All other breadstuffs and preparations used as food (values).		Total values.	
	Bushels.	Values.	Barrels.	Values.	Bushels.	Values.	Barrels.	Values.				
1885.....	.....	.....	.....	.....	71	\$60	18,165	\$120,535	\$21,325	\$1,561,378		
1886.....	.....	.....	.....	.....	487	495	18,780	123,049	21,560	1,004,611		
1887.....	2	\$5	1	\$3	30	30	23,218	142,378	31,215	703,476		
1888.....	.....	.....	102	409	3,307	2,967	24,282	133,785	24,187	345,048		
1889.....	37	36	70	245	2,280	2,428	32,114	183,318	27,007	466,091		
1890.....	.....	.....	93	378	2,327	2,279	31,101	164,490	33,876	748,818		
1891.....	.....	.....	334	1,376	7,509	9,507	37,584	203,792	56,051	728,636		
1892.....	.....	.....	110	530	1,061	1,273	34,602	183,026	55,829	801,444		
1893.....	2	3	1	6	10,807	8,868	51,032	230,708	61,967	4,727,384		
1894.....	29	20	6	35	6,130	4,480	51,700	192,712	37,811	518,122		
1895.....	18	16	4	17	7,938	4,508	52,065	171,129	37,807	364,558		

Statement showing the total exports of breadstuffs from the United States to all foreign countries, annually, from 1885 to 1895, inclusive—Continued.

BREADSTUFFS EXPORTED FROM THE UNITED STATES TO CUBA.

Year ending June 30—	Barley.		Bread and biscuit.		Corn.		Corn meal.		Oats.		Oatmeal.	
	Bushels.	Values.	Pounds.	Values.	Bushels.	Values.	Barrels.	Values.	Bushels.	Values.	Pounds.	Values.
1885.....	.....	.....	256,928	\$26,282	108,565	\$69,314	1,693	\$5,438	7,811	\$3,320	100	\$3
1886.....	.....	.....	273,798	27,787	203,959	100,820	2,470	8,781	18,380	7,118	1,801	46
1887.....	.....	\$3 62	477,085	33,150	344,815	190,984	3,209	8,989	35,185	14,211	50	2
1888.....	.....	.....	357,566	21,894	151,669	91,014	3,628	2,013	20,157	7,554	.....	.....
1889.....	.....	.....	341,014	23,557	145,525	81,180	3,544	11,245	21,751	7,813	.....	.....
1890.....	.....	.....	362,820	24,195	594,542	258,775	6,398	19,116	52,229	17,198	.....	.....
1891.....	346	308	261,853	17,930	367,324	120,187	856	2,909	21,837	10,598	.....	.....
1892.....	102	84	346,415	23,451	627,177	369,131	1,234	4,543	58,191	25,286	1,434	73
1893.....	600	582	468,613	31,650	1,041,474	582,050	1,225	4,001	59,615	24,202	6,000	250
1894.....	900	584	582,232	34,596	1,136,657	571,326	2,016	6,293	74,735	29,856	.....	.....
1895.....	.....	.....	266,868	17,719	392,204	216,602	352	1,074	44,807	17,655	.....	.....

Year ending June 30—	Rye.		Rye flour.		Wheat.		Wheat flour.		All other breadstuffs and preparations used as food (values).	Total values.
	Bushels.	Values.	Barrels.	Values.	Bushels.	Values.	Barrels.	Values.		
1885.....	.....	.....	.....	.....	805	\$786	194,250	\$945,092	\$27,384	\$1,077,619
1886.....	12	.....	.....	.....	123	121	198,464	988,625	29,113	1,162,425
1887.....	19	16	.....	.....	181	185	217,160	961,552	26,387	1,235,538
1888.....	15	13	.....	.....	150	168	282,518	1,238,067	26,291	1,387,752
1889.....	.....	.....	182	\$738	30	35	243,151	1,190,494	19,093	1,336,047
1890.....	.....	.....	737	2,630	1,234	1,246	225,820	1,164,538	30,508	1,520,617
1891.....	16	11	1,315	5,030	20	23	114,447	591,886	27,267	774,979
1892.....	16	13	915	3,785	48	56	366,175	1,826,348	45,500	2,305,042
1893.....	29	33	2,034	10,349	1,111	1,111	616,406	2,821,557	46,795	3,512,207
1894.....	260	179	24	80	.....	.....	662,248	2,473,805	47,885	3,164,541
1895.....	200	137	18	56	24	16	379,856	1,301,079	14,859	1,569,010

BREADSTUFFS EXPORTED FROM THE UNITED STATES TO PUERTO RICO.

Year ending June 30—	Barley.		Bread and biscuit.		Corn.		Corn meal.		Oats.		Oatmeal.	
	Bushels.	Values.	Pounds.	Values.	Bushels.	Values.	Barrels.	Values.	Bushels.	Values.	Pounds.	Values.
1885.....			210,163	\$13,957	5,494	\$3,340	1,495	\$4,974	1,018	\$586	.....	.....
1886.....			215,993	16,702	2,456	1,681	3,077	10,000	1,307	599	.....	.....
1887.....			187,129	12,573	11,773	6,527	2,899	8,156	2,237	1,023	.....	.....
1888.....			233,517	13,809	2,888	1,764	3,077	9,678	1,626	751	.....	.....
1889.....			287,307	17,766	3,135	1,523	1,369	4,196	1,084	408	.....	.....
1890.....			427,032	23,832	12,966	6,523	9,068	23,928	3,880	1,490	.....	.....
1891.....			509,922	27,806	9,375	5,380	8,197	26,099	3,462	1,912	100	\$2
1892.....			762,076	38,787	37,237	22,214	11,010	35,634	6,005	2,764	.....	.....
1893.....			432,075	22,768	23,874	14,614	14,847	43,065	4,003	1,847	.....	.....
1894.....			338,445	16,959	17,449	9,141	28,414	77,409	5,315	2,286	.....	.....
1895.....			194,729	10,431	1,200	714	2,417	6,665	1,217	601	.....	.....

Year ending June 30—	Rye.		Rye flour.		Wheat.		Wheat flour.		All other breadstuffs and preparations used as food (values).	Total values.
	Bushels.	Values.	Barrels.	Values.	Bushels.	Values.	Barrels.	Values.		
1885.....							78,534	\$364,272	\$7,036	\$394,165
1886.....			55	.....	.....	.....	96,883	479,463	9,928	518,543
1887.....							108,503	508,133	7,492	543,904
1888.....							134,549	608,352	5,836	640,190
1889.....			3	.....	.....	.....	129,946	638,210	11,669	673,782
1890.....							151,996	699,516	16,468	771,757
1891.....							127,983	668,828	18,848	748,875
1892.....			5	.....	.....	.....	162,147	826,561	26,782	988,765
1893.....			6	.....	.....	.....	167,053	733,308	21,431	837,056
1894.....			57	.....	.....	.....	200,813	734,443	30,764	871,174
1895.....			2	.....	.....	.....	118,617	382,676	9,707	410,804

Statement showing the total exports of breadstuffs from the United States to all foreign countries, annually, from 1885 to 1895, inclusive—Continued.

BREADSTUFFS EXPORTED FROM THE UNITED STATES TO BRITISH WEST INDIES.

Year ending June 30—	Barley.		Bread and biscuit.		Corn.		Corn meal.		Oats.		Oatmeal.	
	Bushels.	Values.	Pounds.	Values.	Bushels.	Values.	Barrels.	Values.	Bushels.	Values.	Pounds.	Values.
1885.....	207	\$168	7,372,638	\$231,591	339,042	\$215,729	89,541	\$298,817	113,815	\$51,394	164,962	\$3,831
1886.....	431	331	8,108,403	278,780	282,365	169,135	108,266	333,413	149,836	64,918	91,146	2,305
1887.....	25	26	6,453,183	228,877	275,876	155,285	77,766	217,087	133,545	59,009	75,906	1,399
1888.....	.....	.....	5,436,122	235,860	289,739	184,885	76,846	233,906	118,108	50,876	39,624	1,169
1889.....	.....	.....	6,200,880	297,480	336,734	188,879	97,313	300,833	130,848	54,526	280,958	5,796
1890.....	.....	.....	6,470,844	298,274	428,636	213,896	91,584	245,830	253,210	100,335	54,850	1,264
1891.....	.....	.....	6,864,159	344,704	507,852	330,683	116,583	387,168	191,430	103,350	7,843	1,221
1892.....	171,151	123,300	5,996,772	301,397	388,523	265,318	87,511	305,503	151,664	68,314	67,782	1,665
1893.....	.....	.....	6,196,311	269,909	414,382	264,786	85,459	257,853	134,792	59,653	68,895	2,016
1894.....	.....	.....	8,234,805	326,814	487,455	266,001	89,490	253,984	113,946	47,481	5,852	152
1895.....	20	16	7,260,315	290,274	480,164	275,551	76,920	225,819	78,160	31,319	3,494	148

Year ending June 30—	Rye.		Rye flour.		Wheat.		Wheat flour.		All other breadstuffs and preparations used as food (values).		Total values.	
	Bushels.	Values.	Barrels.	Values.	Bushels.	Values.	Barrels.	Values.				
1885.....			64	\$289	1,016	\$1,119	414,782	\$1,865,216	\$53,446	\$2,721,600		
1886.....			144	500	2,045	2,168	443,583	2,030,491	55,989	2,938,030		
1887.....			77	236	1,064	1,095	399,196	4,902,990	59,536	2,425,540		
1888.....			128	404	2,311	2,287	452,893	1,939,989	67,408	2,716,784		
1889.....			100	362	610	709	444,317	2,083,433	69,141	3,001,159		
1890.....			15	44	1,000	997	456,438	1,945,265	65,795	2,871,700		
1891.....			77	360	152,797	125,954	523,216	2,496,241	98,494	3,887,175		
1892.....					2,150	2,506	475,855	2,302,342	68,021	3,438,366		
1893.....			27	122	1,298	1,274	511,552	2,047,175	83,208	2,985,996		
1894.....			16	49	2,601	2,047	549,824	1,984,489	74,290	2,955,307		
1895.....			59	159	614	351	520,963	1,803,256	73,481	2,700,374		

BREADSTUFFS EXPORTED FROM THE UNITED STATES TO CHINA.

Year ending June 30—	Barley.		Bread and biscuit.		Corn.		Corn meal.		Oats.		Oatmeal.	
	Bushels.	Values.	Pounds.	Values.	Bushels.	Values.	Barrels.	Values.	Bushels.	Values.	Pounds.	Values.
1885.....			28,382	\$2,438					1,233	\$662	1,674	\$78
1886.....			26,153	2,041					2,340	1,067	2,500	58
1887.....			12,729	1,160					1,908	1,955	50	3
1888.....			8,820	593					1,838	1,033		
1889.....			35,170	2,358					1,433	668		
1890.....			22,350	1,500					1,908	441		
1891.....			29,460	2,001					1,234	765		
1892.....			35,020	2,059					503	260		
1893.....			42,600	2,297					1,062	557		
1894.....			33,650	1,779					828	371		
1895.....			45,900	2,239					1,107	484		

Year ending June 30—	Rye.		Rye flour.		Wheat.		Wheat flour.		All other breadstuffs and preparations used as food (values).		Total values.
	Bushels.	Values.	Barrels.	Values.	Bushels.	Values.	Barrels.	Values.			
1885.....							7,060	\$35,734	\$1,606		\$40,518
1886.....							6,882	30,713	1,137		35,016
1887.....							7,714	32,471	2,776		37,365
1888.....							8,475	34,829	6,284		42,739
1889.....							9,744	43,807	2,635		49,468
1890.....							14,634	59,045	6,483		67,469
1891.....							34,474	134,969	4,976		142,711
1892.....							13,718	67,441	4,467		74,227
1893.....							16,059	66,699	4,485		74,038
1894.....							23,717	77,342	5,492		84,984
1895.....							36,244	103,605	5,910		112,238

Statement showing the total exports of breadstuffs from the United States to all foreign countries, annually, from 1885 to 1895, inclusive—Continued.

BREADSTUFFS EXPORTED FROM THE UNITED STATES TO HONGKONG (CHINA).

Year ending June 30—	Barley.		Bread and biscuit.		Corn.		Corn meal.		Oats.		Oatmeal.	
	Bushels.	Values.	Pounds.	Values.	Bushels.	Values.	Barrels.	Values.	Bushels.	Values.	Pounds.	Values.
1885.....	8,550	\$3,823	20,840	\$1,735	.....	.....	.....	.....	13,531	\$5,680	.....	.....
1886.....	11,114	7,889	19,275	2,035	.....	.....	.....	.....	608	254	1,100	\$40
1887.....	1,354	818	6,586	620	.....	.....	.....	.....	295	149	.....	.....
1888.....	.....	.....	11,090	878	.....	.....	.....	.....	665	333	.....	.....
1889.....	.....	.....	18,450	1,410	.....	.....	.....	.....	565	251	.....	.....
1890.....	.....	.....	17,560	1,131	.....	.....	.....	.....	794	373	.....	.....
1891.....	.....	.....	19,550	1,247	.....	.....	.....	.....	61	38	.....	.....
1892.....	.....	.....	5,100	292	.....	.....	.....	.....	186	85	.....	.....
1893.....	.....	.....	3,600	197	.....	.....	.....	.....	47	25	.....	.....
1894.....	.....	.....	4,300	238	.....	.....	.....	.....	306	118	.....	.....
1895.....	.....	.....	3,450	164	.....	.....	.....	.....	433	204	.....	.....

Year ending June 30—	Rye.		Rye flour.		Wheat.		Wheat flour.		All other breadstuffs and preparations of, used as food (values).		Total values.	
	Bushels.	Values.	Barrels.	Values.	Bushels.	Values.	Barrels.	Values.				
1885.....							411,649	\$1,620,384	\$9,672	.....	\$1,641,294	.....
1886.....							415,576	1,711,358	3,011	.....	1,724,587	.....
1887.....							371,056	1,499,711	7,205	.....	1,508,503	.....
1888.....							362,826	1,501,651	12,740	.....	1,515,602	.....
1889.....							378,634	1,614,371	7,873	.....	1,623,905	.....
1890.....							497,697	2,018,928	16,148	.....	2,036,580	.....
1891.....							473,046	1,964,063	10,292	.....	1,975,640	.....
1892.....							457,690	2,140,071	17,004	.....	2,157,452	.....
1893.....							550,132	2,059,571	13,083	.....	2,072,876	.....
1894.....							583,608	1,809,319	14,335	.....	1,824,010	.....
1895.....					11,112	.....	787,318	2,095,441	18,286	.....	2,120,336	.....
							\$6,241					

BREADSTUFFS EXPORTED FROM THE UNITED STATES TO JAPAN.

Year ending June 30—	Barley.		Bread and biscuit.		Corn.		Corn meal.		Oats.		Oatmeal.	
	Bushels.	Values.	Pounds.	Values.	Bushels.	Values.	Barrels.	Values.	Bushels.	Values.	Pounds.	Values.
1885.....	.....	.....	30,572	\$2,700	.....	.....	.....	.....	762	\$364	2,400	\$96
1886.....	109	\$100	32,508	1,896	.....	.....	.....	.....	196	96	6,690	205
1887.....	.....	.....	57,395	3,859	.....	.....	.....	.....	162	69	.....	.....
1888.....	.....	.....	19,136	1,569	.....	.....	.....	.....	226	114	360	14
1889.....	.....	.....	26,676	1,710	.....	.....	.....	.....	75	39	.....	.....
1890.....	.....	.....	23,305	1,602	.....	.....	.....	.....	379	162	.....	.....
1891.....	8,449	5,034	33,800	2,326	.....	.....	.....	.....	213	108	.....	.....
1892.....	.....	.....	22,800	1,357	.....	.....	.....	.....	550	282	.....	.....
1893.....	.....	.....	26,950	1,507	.....	.....	.....	.....	62	29	.....	.....
1894.....	.....	.....	38,700	2,147	.....	.....	.....	.....	319	118	.....	.....
1895.....	21	10	145,656	3,463	.....	.....	.....	.....	127	45	.....	.....

Year ending June 30—	Rye.		Rye flour.		Wheat.		Wheat flour.		All other breadstuffs and preparations of, used as food, (values).	Total values.
	Bushels.	Values.	Barrels.	Values.	Bushels.	Values.	Barrels.	Values.		
1885.....					148	\$133	16,026	\$69,152	\$2,668	\$75,113
1886.....					101	83	24,455	106,004	2,950	111,394
1887.....					250	260	30,377	125,959	4,739	134,944
1888.....					200	168	27,749	113,098	9,174	124,137
1889.....							19,677	88,444	5,308	95,501
1890.....					23	21	29,756	127,120	7,882	136,787
1891.....	14 285	\$8,800	.....	.....	663	560	75,376	321,911	10,752	349,491
1892.....							38,002	179,246	9,273	190,158
1893.....							51,836	193,945	8,170	203,651
1894.....							68,428	211,579	17,183	231,027
1895.....	54	33	40	\$130	13,217	4,875	93,889	245,122	16,792	270,470

Statement showing the total exports of breadstuffs from the United States to all foreign countries, annually, from 1885 to 1895, inclusive—Continued.

BREADSTUFFS EXPORTED FROM THE UNITED STATES TO COLOMBIA.

Year ending June 30—	Barley.		Bread and biscuit.		Corn.		Corn meal.		Oats.		Oatmeal.	
	Bushels.	Values.	Pounds.	Values.	Bushels.	Values.	Barrels.	Values.	Bushels.	Values.	Pounds.	Values.
1885.....	240	\$153	955, 090	\$61, 293	21, 057	\$14, 073	1, 781	\$6, 928	14, 214	\$6, 651	2, 101	\$76
1886.....	5, 848	3, 948	830, 439	52, 428	17, 379	10, 454	1, 391	5, 084	11, 789	5, 248	8, 926	273
1887.....	87	86	991, 327	56, 250	23, 266	13, 266	1, 498	4, 956	15, 254	6, 275	5, 473	184
1888.....	.....	.....	1, 036, 346	56, 130	18, 997	11, 255	1, 810	6, 313	8, 881	4, 038	3, 928	203
1889.....	60	52	539, 712	34, 823	13, 034	7, 539	1, 049	3, 727	3, 600	1, 473	1, 400	28
1890.....	.....	.....	253, 841	15, 883	2, 364	1, 161	428	1, 291	1, 201	498	221	12
1891.....	.....	.....	346, 603	21, 180	9, 677	6, 438	336	1, 173	1, 525	900	184	11
1892.....	.....	.....	403, 371	22, 708	4, 220	3, 123	329	1, 256	1, 198	571	257	11
1893.....	.....	.....	460, 854	24, 699	1, 370	805	301	905	970	472	1, 781	76
1894.....	.....	.....	394, 993	22, 354	2, 851	1, 523	600	1, 670	1, 228	505	1, 172	55
1895.....	.....	.....	400, 522	20, 065	3, 316	1, 990	513	1, 542	607	250	3, 278	107

Year ending June 30—	Rye.		Rye flour.		Wheat.		Wheat flour.		All other breadstuffs and preparations of, used as food (values).	Total values.
	Bushels.	Values.	Barrels.	Values.	Bushels.	Values.	Barrels.	Values.		
1885.....	87	\$65	.....	.....	.....	.....	61, 360	\$294, 806	\$17, 552	\$401, 597
1886.....			1	\$4	506	\$552	64, 714	310, 567	19, 758	408, 316
1887.....					158	167	74, 875	353, 171	26, 284	460, 639
1888.....							73, 632	342, 982	19, 877	440, 798
1889.....							61, 603	326, 688	14, 370	388, 700
1890.....					8	10	51, 420	248, 086	12, 404	279, 345
1891.....					2	3	56, 696	296, 238	10, 992	336, 935
1892.....							69, 830	372, 285	11, 328	411, 282
1893.....					60	59	75, 575	238, 024	12, 186	377, 226
1894.....							108, 465	406, 030	10, 462	442, 599
1895.....			2	7	.....	.....	113, 020	378, 183	14, 435	416, 579

BREADSTUFFS EXPORTED FROM THE UNITED STATES TO VENEZUELA.

Year ending June 30—	Barley.		Bread and biscuit.		Corn.		Corn meal.		Oats.		Oatmeal.	
	Bushels.	Values.	Pounds.	Values.	Bushels.	Values.	Barrels.	Values.	Bushels.	Values.	Pounds.	Values.
1885.....	.....	.....	312, 312	\$24, 385	416, 295	\$286, 948	359	\$1, 248	1, 213	\$554	101	\$5
1886.....	212	\$254	269, 903	20, 351	214, 537	146, 242	450	1, 621	1, 441	555	540	15
1887.....	155	180	267, 051	13, 836	9, 896	5, 800	51	168	1, 740	717	350	13
1888.....	.....	.....	289, 886	20, 044	7, 259	4, 762	216	682	1, 840	783	.....	.....
1889.....	.....	.....	400, 269	30, 613	232, 647	118, 724	187	564	2, 305	923	.....	.....
1890.....	.....	.....	557, 964	45, 370	240, 498	129, 132	257	699	3, 366	1, 240	.....	.....
1891.....	.....	.....	587, 168	54, 256	169, 734	140, 985	307	906	5, 648	3, 040	.....	.....
1892.....	.....	.....	604, 391	47, 858	154, 154	118, 572	574	2, 088	11, 525	5, 059	.....	.....
1893.....	.....	.....	707, 391	63, 723	440, 602	276, 413	355	1, 093	6, 475	2, 737	.....	.....
1894.....	.....	.....	614, 474	51, 751	75, 105	43, 218	891	2, 360	5, 387	2, 166	.....	.....
1895.....	.....	.....	723, 641	39, 725	47, 515	27, 085	378	1, 114	4, 676	1, 893	4, 276	100
											5, 794	163

Year ending June 30—	Rye.		Rye flour.		Wheat.		Wheat flour.		All other breadstuffs and preparations of, used as food (values).	Total values.
	Bushels.	Values.	Barrels.	Values.	Bushels.	Values.	Barrels.	Values.		
1885.....	.....	.....	19	\$70	3, 372	\$3, 700	143, 064	\$616, 348	\$31, 723	\$964, 981
1886.....	3	\$3	3	12	1, 853	2, 077	127, 085	602, 567	46, 202	819, 899
1887.....	.....	.....	3	14	2, 700	3, 042	126, 052	573, 213	64, 009	660, 998
1888.....	.....	.....	14	61	2, 887	2, 945	134, 318	599, 221	33, 009	661, 507
1889.....	.....	.....	3	10	4, 848	5, 205	155, 857	791, 007	42, 543	989, 589
1890.....	.....	.....	10	40	1, 799	1, 993	173, 759	807, 642	41, 112	1, 027, 228
1891.....	.....	.....	.....	.....	12, 095	14, 631	194, 015	1, 066, 605	43, 350	1, 323, 773
1892.....	.....	.....	5	22	7, 767	9, 440	194, 631	962, 390	34, 914	1, 180, 343
1893.....	20	12	25	89	9, 733	10, 091	210, 098	891, 033	46, 192	1, 291, 383
1894.....	90	61	5	17	5, 093	4, 197	215, 412	800, 328	40, 028	944, 226
1895.....	40	26	.....	.....	2, 799	2, 112	204, 178	740, 817	40, 826	853, 761

NUMBER AND VALUE OF ANIMALS EXPORTED FROM THE UNITED STATES, ANNUALLY, FOR THE YEARS ENDING JUNE 30, 1885 TO 1895, INCLUSIVE.

Year ending June 30—	Animals, living.									
	Cattle.		Hogs.		Horses.		Mules.		Sheep.	
	Number.	Values.	Number.	Values.	Number.	Values.	Number.	Values.	Number.	Values.
1885.....	135,890	\$12,906,690	55,025	\$579,183	1,947	\$377,692	1,028	\$127,580	234,509	\$512,568
1886.....	119,065	10,958,954	74,187	674,297	1,616	348,323	1,191	148,711	177,594	329,844
1887.....	106,459	9,172,136	75,383	564,753	1,611	351,607	1,754	214,738	121,701	254,725
1888.....	140,208	11,577,578	23,755	193,017	2,263	412,774	2,971	378,765	143,817	280,490
1889.....	205,786	16,616,917	45,128	356,764	3,748	592,469	2,980	356,333	128,852	366,181
1890.....	394,836	31,261,131	91,148	909,042	3,501	680,410	3,544	447,108	67,571	243,077
1891.....	374,679	30,445,249	95,654	1,146,630	3,110	784,908	2,184	278,658	60,947	261,109
1892.....	394,607	35,099,095	31,963	364,081	3,226	611,188	1,965	238,591	46,960	161,105
1893.....	287,094	26,032,428	27,375	397,162	2,967	718,607	1,634	210,278	37,260	126,394
1894.....	359,278	33,461,922	1,553	14,753	5,246	1,108,995	2,063	240,961	132,370	832,763
1895.....	331,722	30,603,796	7,130	72,424	13,984	2,209,298	2,515	186,452	405,748	2,630,686

QUANTITIES AND VALUES OF BEEF PRODUCTS EXPORTED FROM THE UNITED STATES, ANNUALLY, FOR THE YEARS ENDING JUNE 30, 1885 TO 1895, INCLUSIVE.

Year ending June 30—	Beef products.									
	Canned.		Fresh.		Salted or pickled.		Other cured.		Tallow.	
	Pounds.	Values.	Pounds.	Values.	Pounds.	Values.	Pounds.	Values.	Pounds.	Values.
1885.....	.....	\$4,214,791	115,780,830	\$11,199,481	48,143,711	\$3,619,145	572,427	\$73,895	50,431,719	\$3,322,476
1886.....	.....	3,436,453	99,423,362	9,291,011	58,903,370	3,544,379	824,955	89,593	40,919,951	2,144,449
1887.....	.....	3,462,982	83,560,874	7,228,412	36,287,188	1,972,246	192,191	17,942	63,278,403	2,836,300
1888.....	43,050,588	3,339,077	93,498,273	8,231,281	48,980,269	2,608,479	83,151	8,579	92,483,052	4,252,653
1889.....	40,458,375	4,375,213	137,895,391	11,481,861	55,006,399	3,043,324	194,036	17,819	77,844,555	3,942,024
1890.....	51,025,254	6,787,193	173,237,596	12,862,384	97,508,419	5,250,068	102,110	9,223	112,745,370	5,242,158
1891.....	82,638,507	9,068,906	194,045,638	15,322,054	90,286,979	5,048,788	1,621,833	147,518	111,689,251	5,501,049
1892.....	109,585,727	7,876,454	220,554,617	18,053,732	70,204,736	3,987,829	953,712	92,524	89,780,010	4,425,630
1893.....	87,028,084	7,222,824	206,294,724	17,754,041	58,423,963	3,185,321	898,920	87,776	61,819,153	3,129,059
1894.....	79,089,493	5,120,851	193,891,824	16,700,163	62,682,667	3,572,054	1,218,334	100,631	54,661,524	2,766,164
1895.....	64,102,263	5,720,933	191,338,487	16,832,860	62,473,325	3,558,230	821,673	73,569	25,864,300	1,293,059

EXPORTS OF HOG PRODUCTS.

Statement showing the total exports of hog products from the United States to all foreign countries, annually, from 1885 to 1895, inclusive.

Year ending June 30—	Bacon.		Hams.		Pork, fresh.		Pork, pickled.		Lard.		Total values.
	Pounds.	Values.	Pounds.	Values.	Pounds.	Values.	Pounds.	Values.	Pounds.	Values.	
1885.....	345,924,217	\$31,053,174	54,202,902	\$6,030,774	424,103	\$26,807	71,649,365	\$5,177,136	283,216,339	\$22,595,219	\$61,883,110
1886.....	369,423,351	26,899,111	50,365,445	4,741,100	70,749	3,985	87,196,966	5,119,426	293,728,019	20,361,786	57,125,408
1887.....	364,417,744	27,338,943	55,505,211	5,975,727	23,930	1,233	85,659,367	5,640,094	321,533,746	22,703,921	61,659,918
1888.....	331,306,703	27,187,175	44,132,980	4,988,458	63,187	4,423	58,836,966	4,368,691	297,740,007	22,751,105	59,299,852
1889.....	357,377,399	29,872,231	42,847,247	4,779,616	22,794	1,662	64,110,845	4,733,415	318,242,990	27,329,173	66,716,097
1890.....	531,899,677	39,149,635	76,591,279	7,907,125	279,463	15,406	79,788,868	4,753,488	471,083,598	33,455,520	85,281,174
1891.....	514,675,557	37,404,989	84,410,108	8,245,685	818,875	56,358	81,317,364	4,787,343	498,343,927	34,414,323	84,908,698
1892.....	507,919,830	39,334,933	76,856,559	7,757,717	377,746	30,246	80,336,481	4,792,049	460,045,776	33,201,621	85,116,566
1893.....	391,758,175	35,781,470	82,178,154	9,933,096	912,644	79,317	52,459,722	4,116,946	365,693,501	34,643,993	84,554,822
1894.....	416,657,577	38,338,843	86,970,571	9,845,062	1,168,647	92,095	63,575,881	5,067,773	447,566,867	40,089,809	93,433,582
1895.....	452,549,976	37,776,293	105,494,123	10,960,567	818,581	60,660	58,266,893	4,138,400	474,895,274	36,821,508	89,757,428

EXPORTS OF HOG PRODUCTS TO BELGIUM.

Year	Pounds.	Values.	Pounds.	Values.	Pounds.	Values.	Pounds.	Values.	Pounds.	Values.	Total values.
1885.....	9,475,338	\$797,511	793,200	\$76,385	151,155	\$13,672	27,047,424	\$1,989,124	27,047,424	\$1,989,124	\$2,876,692
1886.....	13,211,230	861,151	1,311,603	114,850	224,190	14,397	25,229,491	1,652,400	25,229,491	1,652,400	2,642,798
1887.....	18,713,428	1,358,200	699,483	73,131	214,199	13,404	27,849,720	1,963,682	27,849,720	1,963,682	3,408,397
1888.....	14,406,598	1,177,285	851,245	116,690	139,600	10,229	30,434,608	2,304,787	30,434,608	2,304,787	3,608,991
1889.....	17,461,504	1,383,880	548,946	57,916	85,850	5,478	29,428,995	2,549,779	29,428,995	2,549,779	3,997,053
1890.....	36,730,616	2,565,431	5,038,418	532,334	379,600	26,818	43,970,299	3,149,018	43,970,299	3,149,018	6,273,601
1891.....	38,933,339	2,788,363	7,367,498	715,562	162,842	9,756	49,132,982	3,352,419	49,132,982	3,352,419	6,866,100
1892.....	46,301,069	3,554,187	5,293,388	526,552	447,015	29,874	31,218,041	2,224,625	31,218,041	2,224,625	6,335,238
1893.....	25,730,586	2,284,979	1,701,005	200,120	71,880	7,043	26,098,547	2,475,040	26,098,547	2,475,040	4,967,182
1894.....	25,791,188	2,182,653	970,267	117,227	108,800	10,338	32,922,074	2,927,798	32,922,074	2,927,798	5,238,016
1895.....	38,323,194	3,158,724	1,703,769	180,699	258,000	20,792	38,163,335	2,877,197	38,163,335	2,877,197	6,237,412

EXPORTS OF HOG PRODUCTS TO FRANCE.

Year	Pounds.	Values.	Pounds.	Values.	Pounds.	Values.	Pounds.	Values.	Pounds.	Values.	Total values.
1885.....	32,400	\$2,829	13,493	\$2,048	138,422	\$9,937	28,977,235	\$2,251,072	28,977,235	\$2,251,072	\$2,265,686
1886.....	39,620	2,615	13,804	1,319	119,200	7,093	33,094,775	2,260,660	33,094,775	2,260,660	2,271,687
1887.....	51,303	3,582	23,113	3,344	112,300	7,468	42,035,613	2,968,288	42,035,613	2,968,288	2,982,682
1888.....	11,500	960	16,839	2,780	76,000	5,700	29,358,170	2,210,091	29,358,170	2,210,091	2,219,531
1889.....	37,942	3,071	14,145	1,981	29,200	2,215	29,326,634	2,528,749	29,326,634	2,528,749	2,536,016
1890.....	66,800	4,229	51,840	7,096	215,950	13,122	44,348,149	3,074,728	44,348,149	3,074,728	3,099,175
1891.....	31,970	2,300	33,305	3,959	184,400	12,179	58,123,323	3,909,177	58,123,323	3,909,177	3,927,615
1892.....	1,456,990	111,856	366,436	38,281	316,780	20,310	45,921,376	3,296,907	45,921,376	3,296,907	3,467,354
1893.....	12,230	993	100,317	11,157	8,000	665	16,344,945	1,490,243	16,344,945	1,490,243	1,503,058
1894.....	663,049	51,641	129,442	14,223	150,250	11,716	29,841,320	2,695,228	29,841,320	2,695,228	2,772,808
1895.....	9,296,962	791,631	545,086	60,546	236,600	18,329	34,665,860	2,681,659	34,665,860	2,681,659	2,852,165

Statement showing the total exports of hog products from the United States to all foreign countries, annually, from 1885 to 1895, inclusive—Continued.

EXPORTS OF HOG PRODUCTS TO GERMANY.

Year ending June 30—	Bacon.		Hams.		Pork, fresh.		Pork, pickled.		Lard.		Total values.
	Pounds.	Values.	Pounds.	Values.	Pounds.	Values.	Pounds.	Values.	Pounds.	Values.	
1885.....	665,959	\$53,980	26,275	\$2,623	.....	.....	782,443	\$53,672	56,397,882	\$4,322,086	\$4,432,361
1886.....	1,702,068	121,420	160	22	1,678	\$168	954,400	56,528	62,024,208	4,126,311	4,304,449
1887.....	2,100,021	155,643	500	65	.....	.....	899,818	54,958	58,243,072	3,963,908	4,174,574
1888.....	1,300,338	104,058	791	111	.....	.....	889,100	62,163	53,024,148	3,907,840	4,074,172
1889.....	561,597	50,680	40,100	4,815	.....	.....	795,000	58,295	48,064,002	3,840,099	3,953,889
1890.....	2,106,234	148,914	118,406	12,841	.....	.....	1,138,746	73,817	116,527,934	7,815,484	8,051,056
1891.....	5,773,738	394,531	456,775	46,385	.....	.....	2,460,942	137,492	106,278,235	7,048,606	7,527,014
1892.....	15,717,046	1,091,877	955,393	98,791	.....	.....	5,077,360	321,618	110,967,731	7,722,727	9,235,013
1893.....	8,106,499	678,237	898,804	91,805	.....	.....	709,900	55,414	70,170,320	6,429,211	7,254,667
1894.....	12,537,849	1,036,055	1,293,735	146,354	.....	.....	2,431,325	193,011	96,010,508	8,488,653	9,864,073
1895.....	18,160,325	981,591	1,977,568	216,620	.....	.....	2,149,850	144,109	104,121,137	8,018,516	9,360,896

EXPORTS OF HOG PRODUCTS TO THE NETHERLANDS.

1885.....	1,929,569	\$148,213	73,593	\$7,159	.....	.....	71,375	\$6,956	3,279,165	\$250,694	\$412,022
1886.....	1,997,034	133,569	215,893	20,173	.....	.....	55,100	3,408	2,402,506	178,967	336,117
1887.....	1,222,491	87,830	114,541	12,426	.....	.....	75,150	4,950	2,016,023	141,901	247,107
1888.....	348,458	27,744	2,860	368	.....	.....	28,555	2,390	1,871,970	142,581	173,083
1889.....	826,781	64,556	25,000	2,725	.....	.....	6,000	480	3,179,853	258,213	325,974
1890.....	11,689,418	834,997	255,698	30,210	.....	.....	54,000	3,465	11,312,419	821,204	1,689,876
1891.....	11,736,255	796,377	527,671	58,587	.....	.....	227,100	19,687	26,681,523	1,948,183	2,822,834
1892.....	11,680,497	862,438	1,556,667	157,811	.....	.....	2,100,959	126,909	42,498,328	3,393,556	4,540,714
1893.....	6,283,284	533,935	526,763	56,819	.....	.....	707,418	47,008	25,268,281	2,437,825	3,076,187
1894.....	7,739,164	646,206	540,914	65,779	.....	.....	925,300	72,729	39,912,185	3,732,321	4,517,035
1895.....	8,200,198	663,158	1,430,994	160,520	.....	.....	491,282	30,392	28,456,561	2,294,213	3,148,283

EXPORTS OF HOG PRODUCTS TO UNITED KINGDOM.

1885.....	297,818,227	\$28,723,148	45,610,145	\$4,986,521	142,190	\$9,645	19,990,984	\$1,419,189	93,543,914	\$7,727,852	\$40,866,355
1886.....	337,329,683	24,712,800	39,688,690	3,631,658	200	20	26,756,203	1,656,939	94,588,774	6,701,359	36,702,776
1887.....	310,602,825	23,330,515	47,228,680	4,996,469	.....	.....	22,513,550	1,418,733	103,624,056	7,275,505	37,021,222
1888.....	274,931,673	22,639,296	35,711,715	3,948,376	.....	.....	14,323,666	1,117,564	95,051,595	7,344,622	35,049,858
1889.....	299,891,556	25,393,835	34,866,806	3,782,794	.....	.....	14,912,087	1,110,551	117,139,325	10,245,883	40,733,063
1890.....	450,466,037	33,516,022	64,878,007	6,567,515	.....	.....	16,843,194	1,036,866	150,808,980	10,944,212	52,094,615
1891.....	413,850,146	30,429,839	68,084,482	6,546,179	771,615	54,172	23,086,647	1,316,816	158,561,052	11,037,910	49,384,916
1892.....	402,091,132	31,441,698	56,340,665	5,590,136	334,200	26,381	15,362,173	966,336	124,952,485	9,072,470	47,097,021
1893.....	335,075,784	30,866,694	68,750,506	8,230,791	900,920	78,284	11,213,627	862,297	138,355,385	13,278,004	53,316,070
1894.....	334,985,389	31,366,843	73,994,248	8,230,787	1,140,850	90,122	13,132,207	1,069,193	149,691,959	13,458,563	54,215,508
1895.....	346,210,100	29,024,682	89,800,462	9,245,618	751,640	56,800	14,268,862	1,032,438	184,251,911	24,301,618	63,661,156

EXPORTS OF HOG PRODUCTS TO SWEDEN AND NORWAY.

1885.....	7,125,234	\$529,935	16,410	\$1,359	-----	-----	249,884	\$20,269	196,792	\$14,616	\$566,179
1886.....	4,912,927	340,439	15,262	1,500	-----	-----	228,100	13,053	631,371	45,302	400,294
1887.....	9,385,640	701,380	3,176	333	-----	-----	172,750	11,962	1,072,275	76,734	790,409
1888.....	5,965,016	469,411	13,000	1,500	-----	-----	207,600	14,826	508,202	36,907	522,644
1889.....	3,632,824	271,835	-----	-----	-----	-----	-----	-----	301,859	24,352	296,187
1890.....	6,709,728	429,593	-----	-----	-----	-----	137,400	7,374	724,109	47,353	484,320
1891.....	7,912,422	487,920	39,625	3,721	-----	-----	122,400	7,538	2,147,671	149,653	648,832
1892.....	2,710,201	167,353	5,900	590	-----	-----	333,800	20,840	2,291,932	163,984	352,767
1893.....	1,648,304	110,431	14,030	1,601	-----	-----	88,000	5,578	2,153,728	192,406	310,016
1894.....	3,458,191	277,218	36,957	4,096	-----	-----	135,400	10,271	3,457,297	288,763	580,348
1895.....	2,263,290	163,545	355,634	35,624	-----	-----	167,900	11,772	3,357,535	249,779	460,720

EXPORTS OF HOG PRODUCTS TO CUBA.

1885.....	2,219,675	\$183,634	1,845,135	\$242,168	-----	-----	458,318	\$37,045	21,388,616	\$1,737,922	\$2,200,769
1886.....	2,719,561	180,412	2,382,844	273,358	-----	-----	431,544	27,081	22,191,556	1,563,617	2,044,468
1887.....	3,300,180	249,813	2,345,153	294,623	-----	-----	386,654	27,915	25,720,583	1,834,776	2,407,127
1888.....	3,218,083	273,292	1,895,408	257,509	-----	-----	524,600	40,483	26,504,166	1,993,990	2,565,274
1889.....	3,319,956	278,842	2,185,389	295,148	-----	-----	713,200	54,943	30,096,838	2,541,038	3,169,971
1890.....	4,381,370	290,209	2,027,956	260,592	-----	-----	570,600	34,300	33,142,436	2,233,821	2,818,922
1891.....	5,423,621	351,955	2,141,208	234,458	-----	-----	547,160	33,315	32,054,107	2,079,534	2,699,262
1892.....	6,612,210	453,624	4,766,133	529,328	-----	-----	696,800	43,911	43,982,187	2,974,545	4,001,408
1893.....	6,977,298	556,747	5,834,286	761,082	-----	-----	685,810	59,276	42,683,652	4,023,917	5,401,022
1894.....	6,154,077	532,035	5,272,640	668,959	-----	-----	626,033	52,333	42,340,578	3,625,545	4,878,872
1895.....	5,137,535	390,454	3,929,994	420,215	-----	-----	462,640	32,586	30,672,512	2,209,067	3,052,322

EXPORTS OF HOG PRODUCTS TO PUERTO RICO.

1885.....	89,197	\$6,014	599,500	\$69,129	-----	-----	1,967,846	\$147,111	2,785,040	\$230,011	\$452,265
1886.....	117,065	7,578	598,989	61,427	-----	-----	2,311,634	148,439	2,907,573	222,011	439,455
1887.....	282,610	22,368	319,858	36,725	-----	-----	2,042,100	150,165	2,935,401	226,350	435,608
1888.....	453,785	39,206	231,842	27,594	-----	-----	2,392,136	185,200	2,923,878	231,522	483,522
1889.....	540,186	47,728	215,588	24,396	-----	-----	2,871,400	217,549	3,101,652	296,642	586,315
1890.....	917,615	64,646	126,644	14,543	-----	-----	2,812,900	173,739	3,531,225	270,988	523,916
1891.....	1,066,038	78,584	258,725	27,617	-----	-----	3,546,000	226,311	3,075,060	237,692	570,204
1892.....	919,281	64,266	582,662	60,164	-----	-----	4,762,800	301,731	4,397,820	324,976	751,137
1893.....	180,341	14,090	801,868	99,754	-----	-----	3,318,600	282,980	3,239,094	306,809	703,633
1894.....	230,976	19,038	799,812	98,695	-----	-----	4,480,400	360,684	3,979,784	343,573	821,990
1895.....	399,222	29,001	680,111	70,967	-----	-----	3,285,200	221,848	3,414,798	243,148	564,964

Statement showing the total exports of hog products from the United States to all foreign countries, annually, from 1885 to 1895, inclusive—Continued.

EXPORTS OF HOG PRODUCTS TO BRITISH WEST INDIES.

Year ending June 30—	Bacon.		Hams.		Pork, fresh.		Pork, pickled.		Lard.		Total values.
	Pounds.	Values.	Pounds.	Values.	Pounds.	Values.	Pounds.	Values.	Pounds.	Values.	
1885.....	163,994	\$15,503	736,288	\$85,087	68,000	\$4,243	7,176,612	\$502,678	2,739,918	\$195,655	\$803,166
1886.....	205,272	16,068	845,009	83,110	175	16	7,008,250	403,081	2,814,737	187,668	689,943
1887.....	420,018	35,692	529,640	63,493	.....	.....	6,312,315	428,956	2,911,611	204,706	732,847
1888.....	304,036	26,466	647,056	74,625	.....	.....	6,689,085	507,824	2,811,846	211,478	820,393
1889.....	198,540	17,829	614,570	76,346	.....	.....	8,003,173	605,261	2,514,514	231,012	930,448
1890.....	509,737	39,518	388,584	49,743	.....	.....	7,626,091	473,982	2,429,297	182,904	746,147
1891.....	627,600	47,544	380,263	46,362	109	7	8,231,119	499,247	2,333,143	178,123	771,283
1892.....	355,367	26,057	314,899	38,240	.....	.....	9,432,375	561,844	2,461,895	186,773	812,914
1893.....	121,655	10,032	352,722	48,375	250	20	7,845,204	629,218	2,460,110	230,536	918,181
1894.....	179,861	15,443	347,153	47,872	251	28	8,860,180	715,163	2,621,657	240,049	1,018,555
1895.....	184,252	15,432	412,126	46,094	17	2	7,469,033	535,760	2,430,443	188,263	785,491

EXPORTS OF HOG PRODUCTS TO MEXICO.

1885.....	28,758	\$2,814	134,604	\$18,504	.....	.....	97,586	\$7,714	2,232,130	\$197,567	\$226,599
1886.....	15,592	1,502	130,479	16,570	.....	.....	2,050	155	2,838,313	209,522	227,749
1887.....	22,396	2,273	106,641	14,783	.....	.....	366	33	2,295,093	174,341	191,430
1888.....	70,187	8,166	200,064	28,857	.....	.....	3,416	277	1,825,244	148,751	186,051
1889.....	80,497	9,645	217,160	31,644	685	\$103	2,038	252	1,363,539	128,169	169,813
1890.....	48,849	5,526	210,809	28,495	50	8	74,195	1,289	1,639,255	119,976	155,294
1891.....	56,034	4,177	285,101	34,822	.....	.....	4,268	357	1,611,313	109,816	149,172
1892.....	118,968	10,331	317,859	37,949	.....	.....	265	28	2,050,997	142,253	190,561
1893.....	67,817	7,003	354,572	46,005	.....	.....	1,411	105	3,863,457	308,449	361,562
1894.....	38,516	4,621	229,734	30,372	.....	.....	10,745	681	1,414,292	116,198	151,872
1895.....	86,451	8,369	211,148	25,385	135	11	2,068	147	1,908,076	128,779	162,691

EXPORTS OF HOG PRODUCTS TO BRAZIL.

1885.....	309,551	\$29,814	1,961	\$302	.....	.....	52,870	\$5,278	4,052,128	\$388,214	\$423,608
1886.....	378,718	31,175	9,591	1,156	.....	.....	42,940	3,267	3,956,697	341,282	376,880
1887.....	416,455	38,945	32,225	3,477	.....	.....	46,240	2,898	4,286,778	379,021	424,341
1888.....	416,810	42,372	3,860	556	.....	.....	25,920	2,437	3,909,821	369,067	414,432
1889.....	1,066,714	103,533	4,541	628	.....	.....	14,800	1,289	4,782,254	484,799	590,249
1890.....	4,971,489	387,038	12,599	1,678	.....	.....	927,490	69,835	17,920,500	1,509,255	1,967,806
1891.....	9,995,871	801,785	13,328	1,557	.....	.....	71,525	4,559	11,511,709	1,304,970	2,112,871
1892.....	6,378,710	576,195	24,077	2,775	.....	.....	37,960	2,529	6,517,350	549,921	1,131,420
1893.....	2,964,037	318,891	34,005	4,906	.....	.....	14,454	1,348	4,534,668	514,470	839,615
1894.....	12,935,681	1,220,929	20,739	2,473	.....	.....	109,150	9,614	11,886,304	1,149,285	2,382,301
1895.....	22,564,112	1,998,394	18,470	2,253	.....	.....	1,123,292	97,559	12,556,491	1,140,128	3,238,334

EXPORTS OF HOG PRODUCTS TO VENEZUELA.

1885.....	6,550	\$705	284,259	\$40,341	.....	.....	54,550	\$4,474	4,799,181	\$420,353	\$465,873
1886.....	13,896	1,092	261,612	34,368	.....	.....	45,535	3,113	5,178,258	385,343	423,916
1887.....	14,443	1,199	297,832	41,522	.....	.....	35,200	2,891	5,341,472	422,991	468,603
1888.....	12,294	1,200	360,490	50,990	.....	.....	33,550	2,902	4,856,278	407,830	462,922
1889.....	7,029	654	480,651	69,739	.....	.....	21,050	1,782	5,101,490	477,036	549,211
1890.....	18,254	1,373	528,990	74,643	.....	.....	53,410	3,352	5,797,620	447,540	526,908
1891.....	30,198	2,205	714,271	91,704	.....	.....	63,750	4,151	6,163,012	452,085	550,145
1892.....	51,861	4,052	641,226	81,006	.....	.....	47,735	3,486	6,714,106	483,688	572,232
1893.....	46,506	3,844	717,467	102,437	.....	.....	17,500	1,574	7,076,981	674,684	782,539
1894.....	39,023	3,356	717,368	96,801	.....	.....	58,950	4,836	7,909,830	694,552	799,545
1895.....	34,895	2,651	645,656	75,851	.....	.....	25,200	2,017	6,754,790	547,910	628,429

STATEMENT OF THE TOTAL EXPORTS OF OTHER PROVISIONS FROM THE UNITED STATES TO ALL
FOREIGN COUNTRIES, ANNUALLY, FROM 1885 TO 1895, INCLUSIVE.
TOTAL OTHER PROVISIONS EXPORTED FROM THE UNITED STATES.

Year ending June 30—	Other provisions, comprising meat and dairy products.						
	Butter.		Cheese.		Oleomargarine.		All other meat products (values).
	Pounds.	Values.	Pounds.	Values.	Pounds.	Values.	
1885.....	21,683,148	\$3,613,646	111,992,990	\$10,444,409	37,882,155	\$4,451,632	\$19,798,274
1886.....	18,953,990	2,958,457	91,877,225	7,662,145	28,657,938	3,048,317	14,738,009
1887.....	12,531,171	1,983,698	81,255,994	7,594,633	46,547,559	4,764,979	15,301,525
1888.....	10,455,651	1,884,908	88,008,458	8,736,304	31,875,922	3,442,757	14,653,353
1889.....	15,504,978	2,568,765	84,991,828	7,889,671	30,294,581	2,915,097	14,285,516
1890.....	29,748,042	4,187,489	95,376,053	8,591,042	70,754,024	6,773,522	20,528,981
1891.....	15,187,114	2,497,106	82,133,876	7,405,376	82,217,778	8,114,154	18,759,160
1892.....	15,047,246	2,445,878	82,100,221	7,676,657	93,192,540	9,207,476	20,573,166
1893.....	8,920,107	1,672,690	81,350,923	7,624,648	117,418,685	11,623,636	22,193,593
1894.....	11,812,092	2,077,608	73,852,134	7,180,331	127,194,845	12,417,845	23,577,198
1895.....	5,598,812	915,533	60,448,421	5,497,539	88,199,775	8,099,482	16,398,300

EXPORTED TO BELGIUM.						
Year	Pounds.	Values.	Pounds.	Values.	Pounds.	Values.
1885.....	108	\$35	.....	.....	2,238,777	\$270,681
1886.....	12,726	1,420	.....	.....	726,690	68,004
1887.....	.....	.....	37,238	\$2,943	710,224	66,917
1888.....	.....	.....	.....	.....	549,096	59,289
1889.....	360	58	444	58	389,878	37,931
1890.....	20,648	2,770	6,000	500	1,081,008	102,509
1891.....	800	150	6,375	735	557,469	54,663
1892.....	.....	.....	11,360	1,190	580,243	56,205
1893.....	.....	.....	800	64	1,033,200	108,533
1894.....	2,310	369	530	65	217,480	24,933
1895.....	.....	.....	13,300	1,600	2,817,845	257,667

EXPORTED TO DENMARK.						
Year	Pounds.	Values.	Pounds.	Values.	Pounds.	Values.
1885.....	993,296	\$125,072	4,428	\$82	2,211	\$318
1886.....	1,158,195	142,290	2,000	175	5,854	647
1887.....	936,370	110,064	5,389	175	96,860	8,748
1888.....	196,158	28,288	2,217	160	175,705	18,393
1889.....	646,456	85,795	.....	.....	714,606	61,059
1890.....	2,325,048	280,950	.....	.....	466,237	47,029
1891.....	1,142,715	135,953	7,979	773	2,792,531	268,664
1892.....	673,622	93,540	.....	.....	4,247,075	417,751
1893.....	22,538	3,565	.....	.....	4,316,817	422,195
1894.....	691,670	112,738	2,000	200	3,980,723	394,315
1895.....	137,602	22,908	.....	.....	2,237,856	210,056

EXPORTED TO FRANCE.

1885	33,090	\$7,386	6,692	\$759	3,900	\$375	\$4,224	\$12,369
1886	20	4			851,281	81,567	19,639	20,018
1887	114	28			544,924	56,218	15,021	96,616
1888			1,200	120	498,495	48,518	3,062	59,400
1889	618	186	209	29	1,142,474	110,141	10,649	59,382
1890	17,265	3,455			680,823	67,652	12,441	126,037
1891	24,893	6,144	7,359	701	30,296	3,030	44,539	119,036
1892			2,414	211	2,395,540	219,265	91,160	94,401
1893					1,424,055	134,306	12,944	232,209
1894							6,975	141,281
1895			16,800	2,000			15,620	17,620

EXPORTED TO GERMANY.

1885	1,798,120	\$256,010	55,758	\$609	9,311	\$1,065	\$4,248	\$261,932
1886	1,284,732	154,324	3,194	100	978,426	100,490	6,719	261,633
1887	659,015	79,188	8,125	513	4,879,359	476,620	14,315	570,636
1888	68,526	9,572	224	34	5,689,497	589,113	16,684	615,403
1889	543,003	76,206	4,620	338	5,362,531	505,352	22,326	604,222
1890	3,734,573	448,574	13,615	1,360	10,660,564	1,069,217	41,432	1,560,583
1891	1,784,884	237,904	27,153	2,213	12,733,532	1,253,556	62,058	1,555,731
1892	748,465	105,397	11,964	1,104	18,584,059	1,935,537	94,965	2,137,003
1893	76,463	11,928	3,973	345	23,576,742	2,371,399	131,303	2,514,975
1894	725,790	113,042	22,998	2,269	29,217,527	2,857,406	142,222	3,114,939
1895	100,482	12,978	5,883	553	22,766,014	1,961,673	246,971	2,222,175

EXPORTED TO THE NETHERLANDS.

1885	1,500	\$270			34,023,149	\$4,001,656	\$9,888	\$4,011,814
1886	1,509	251			25,734,243	2,755,590	3,816	2,759,657
1887	204	80			37,924,789	3,927,943	9,144	3,937,167
1888			20	\$2	21,217,662	2,307,627	19,241	2,328,870
1889	240	47			19,879,425	1,886,438	9,629	1,896,114
1890	37,855	5,347			52,361,664	4,915,079	18,060	4,938,486
1891	33,136	4,086			59,270,215	5,842,730	20,860	5,867,676
1892	578	95	600	85	58,952,145	5,686,497	13,054	5,699,731
1893					74,396,235	7,293,618	22,670	7,316,288
1894					74,248,165	7,124,442	25,726	7,150,168
1895					46,148,762	4,278,288	30,648	4,308,936

Statement of the total exports of other provisions from the United States to all foreign countries, annually, from 1885 to 1895, inclusive—Continued.

EXPORTED TO SWEDEN AND NORWAY.

Year ending June 30—	Other provisions, comprising meat and dairy products.						
	Butter.		Cheese.		Oleomargarine.		All other meat products (values).
	Pounds.	Values.	Pounds.	Values.	Pounds.	Values.	
1885.....	205, 833	\$29, 422	17, 225	\$203	27, 131	\$2, 961	\$59
1886.....	400, 723	52, 581	.....	.....	18, 960	2, 137	55, 542
1887.....	399, 651	46, 056	.....	.....	.....	.....	48, 243
1888.....	161, 005	22, 635	.....	.....	.....	.....	22, 943
1889.....	76, 644	9, 724	66	10	20, 351	2, 081	11, 935
1890.....	844, 687	96, 952	17, 304	1, 714	500, 230	49, 730	148, 587
1891.....	526, 660	59, 579	3, 190	170	1, 800, 834	172, 016	232, 708
1892.....	411, 521	53, 403	.....	.....	1, 962, 937	184, 741	239, 093
1893.....	19, 126	2, 734	.....	.....	1, 967, 632	174, 207	177, 291
1894.....	152, 623	21, 326	.....	.....	3, 066, 833	289, 666	311, 179
1895.....	196, 206	24, 622	.....	.....	2, 358, 070	214, 979	258, 684

EXPORTED TO THE UNITED KINGDOM.

1885.....	10, 499, 509	\$1, 864, 931	100, 342, 281	\$9, 300, 211	819, 671	\$95, 318	\$977, 179	\$12, 237, 639
1886.....	7, 830, 064	1, 320, 709	81, 442, 670	6, 773, 843	506, 687	53, 963	820, 541	8, 969, 056
1887.....	4, 152, 732	716, 569	72, 630, 458	6, 747, 869	1, 084, 812	100, 454	744, 615	8, 309, 507
1888.....	3, 675, 214	691, 285	77, 627, 517	7, 604, 121	1, 731, 133	176, 029	571, 970	9, 043, 405
1889.....	7, 454, 107	1, 231, 051	72, 304, 393	6, 620, 905	1, 082, 959	109, 423	541, 273	8, 502, 652
1890.....	15, 448, 163	2, 234, 023	81, 875, 298	7, 324, 531	2, 618, 428	253, 778	594, 859	10, 407, 191
1891.....	4, 993, 180	712, 082	71, 104, 253	6, 343, 749	2, 465, 648	238, 993	583, 091	7, 877, 915
1892.....	5, 915, 185	943, 123	70, 201, 769	6, 491, 312	6, 636, 339	670, 697	627, 935	8, 733, 067
1893.....	3, 869, 649	675, 762	69, 845, 314	6, 480, 009	5, 514, 269	555, 498	658, 626	8, 369, 895
1894.....	5, 493, 704	941, 523	61, 459, 757	5, 913, 571	9, 577, 512	973, 613	1, 030, 545	8, 859, 252
1895.....	868, 815	134, 955	48, 286, 660	4, 362, 877	8, 002, 947	739, 069	818, 922	6, 055, 823

EXPORTED TO BRITISH WEST INDIES.

1885.....	1, 956, 746	\$324, 213	625, 682	\$83, 752	8, 262	\$1, 063	\$46, 517	\$455, 545
1886.....	1, 864, 860	294, 473	622, 393	69, 223	9, 216	9, 929	53, 696	418, 321
1887.....	1, 665, 975	264, 307	607, 099	75, 722	161, 693	23, 763	59, 263	423, 055
1888.....	1, 815, 287	308, 273	682, 054	87, 839	768, 030	95, 317	90, 730	582, 159
1889.....	1, 560, 952	272, 620	676, 092	85, 011	750, 708	86, 460	85, 463	529, 554
1890.....	1, 518, 291	229, 687	707, 834	88, 231	724, 020	82, 272	105, 969	506, 159
1891.....	1, 583, 183	243, 636	816, 369	102, 755	395, 518	44, 291	102, 045	492, 727
1892.....	1, 215, 329	191, 552	670, 520	77, 717	697, 137	85, 607	71, 120	425, 996
1893.....	733, 677	146, 667	724, 783	91, 289	1, 494, 195	175, 029	54, 744	467, 729
1894.....	756, 967	143, 768	722, 717	96, 913	1, 629, 224	194, 276	72, 988	507, 945
1895.....	726, 953	123, 028	696, 381	78, 519	1, 259, 090	147, 493	81, 457	430, 497

EXPORTED TO BRITISH GUIANA.

1885	129,027	\$19,447	211,375	\$24,995	-----	-----	\$4,202	\$48,644
1886	86,112	12,557	192,883	21,125	-----	-----	3,788	37,470
1887	90,671	13,043	173,071	21,484	25,600	\$3,370	4,238	42,135
1888	55,135	9,079	203,059	25,867	328,940	41,248	4,715	80,909
1889	58,580	9,601	176,223	22,045	224,040	26,584	8,338	66,568
1890	117,175	15,949	280,160	35,088	163,596	18,910	18,394	88,341
1891	157,826	17,833	237,774	27,385	103,930	11,624	15,763	72,605
1892	64,307	10,193	261,007	30,882	44,000	5,541	15,142	61,758
1893	40,172	6,939	270,556	33,783	238,271	29,885	19,058	89,665
1894	6,790	1,570	354,630	46,129	363,748	43,398	8,389	99,486
1895	14,931	2,522	240,397	30,073	107,100	12,856	11,204	56,655

EXPORTED TO VENEZUELA.

1885	468,235	\$80,539	30,716	\$3,974	1,811	\$164	\$9,433	\$94,110
1886	426,605	64,616	28,048	3,199	-----	-----	4,895	72,710
1887	456,426	70,539	14,342	2,030	-----	-----	4,269	76,838
1888	403,151	74,285	23,262	3,285	2,200	257	6,945	84,772
1889	654,316	109,440	16,168	2,218	5,850	699	6,426	118,783
1890	656,597	94,642	16,282	2,239	400	52	9,035	105,968
1891	879,313	123,856	29,349	3,663	400	42	13,664	141,235
1892	462,472	78,554	21,885	2,794	100	15	16,562	97,925
1893	912,078	175,400	47,200	5,900	21,980	2,883	20,878	195,061
1894	737,825	125,712	22,569	3,254	96,379	12,021	10,973	151,960
1895	529,732	80,091	27,670	3,095	32,400	3,719	11,482	98,387

EXPORTED TO HAITI.

1885	459,066	\$82,765	59,448	\$8,198	-----	-----	\$2,339	\$93,302
1886	439,585	71,497	61,160	7,078	-----	-----	5,892	84,467
1887	421,551	71,078	40,222	5,254	50	\$8	3,794	80,134
1888	730,964	131,002	63,229	8,671	-----	-----	46,201	185,874
1889	510,831	91,555	80,470	10,557	-----	-----	11,593	113,705
1890	704,141	112,276	154,535	21,156	8,000	920	16,898	151,250
1891	693,185	114,586	169,557	21,124	-----	-----	15,260	150,970
1892	677,652	129,469	134,699	17,838	2,200	234	24,406	171,947
1893	652,067	135,139	123,242	16,649	6,150	1,043	34,757	187,588
1894	772,194	145,718	109,672	15,208	3,900	540	39,268	200,734
1895	757,190	120,440	106,668	12,093	78,327	9,907	35,199	177,639

Statement of the total exports of other provisions from the United States to all foreign countries, annually, from 1885 to 1895, inclusive—Continued.

EXPORTED TO THE DOMINION OF CANADA.

Year ending June 30—	Other provisions, comprising meat and dairy products.						
	Butter.		Cheese.		Oleomargarine.		Total values.
	Pounds.	Values.	Pounds.	Values.	Pounds.	Values.	
1885.....	2, 218, 228	\$356, 920	9, 559, 315	\$874, 141	.....	.....	\$1, 295, 783
1886.....	2, 134, 424	325, 467	8, 378, 423	655, 555	38, 564	\$4, 535	1, 024, 532
1887.....	810, 285	147, 640	6, 628, 825	588, 686	15, 399	1, 323	768, 596
1888.....	551, 142	122, 393	8, 330, 667	856, 873	48, 000	7, 680	1, 018, 122
1889.....	1, 183, 583	204, 456	10, 838, 881	1, 027, 172	114, 040	16, 710	1, 270, 800
1890.....	1, 639, 400	264, 284	11, 452, 793	1, 008, 640	310, 511	43, 256	1, 372, 790
1891.....	826, 673	144, 309	8, 670, 099	770, 826	903, 499	104, 117	1, 043, 213
1892.....	2, 036, 576	340, 053	9, 561, 251	897, 857	370, 878	40, 003	1, 306, 626
1893.....	448, 164	87, 225	9, 107, 977	841, 158	260, 652	33, 736	1, 095, 011
1894.....	593, 727	110, 540	10, 081, 785	962, 520	338, 150	32, 407	1, 199, 180
1895.....	235, 741	41, 899	10, 287, 839	913, 282	24, 100	2, 176	1, 063, 224

EXPORTED TO COLOMBIA.

1885.....	467, 662	\$82, 231	342, 639	\$46, 440	900	\$169	\$89, 805	\$218, 645
1886.....	460, 271	74, 469	338, 165	39, 536	2, 200	352	88, 249	202, 606
1887.....	500, 765	81, 229	407, 802	54, 126	.....	.....	104, 812	240, 167
1888.....	450, 406	83, 513	382, 847	52, 004	22, 072	2, 533	99, 224	237, 274
1889.....	279, 943	51, 151	228, 299	29, 593	60, 710	6, 614	51, 467	138, 825
1890.....	153, 477	23, 577	57, 953	7, 569	74, 165	8, 236	19, 191	58, 573
1891.....	211, 619	30, 524	61, 368	7, 755	3, 000	335	22, 774	61, 388
1892.....	159, 837	30, 154	69, 520	8, 925	1, 736	297	20, 694	60, 070
1893.....	118, 403	23, 580	65, 314	8, 495	32, 800	4, 377	15, 692	52, 144
1894.....	98, 793	20, 117	52, 363	7, 045	71, 815	8, 573	11, 910	47, 645
1895.....	143, 162	25, 339	50, 024	6, 050	89, 882	9, 539	11, 956	52, 884

EXPORTED TO SANTO DOMINGO.

1885.....	152, 853	\$27, 310	68, 630	\$9, 218	.....	.....	\$2, 132	\$38, 660
1886.....	188, 781	30, 046	41, 175	4, 929	100	\$12	1, 834	36, 821
1887.....	137, 307	23, 158	52, 418	7, 401	.....	.....	1, 959	32, 518
1888.....	123, 657	22, 637	39, 010	5, 434	.....	.....	4, 442	32, 513
1889.....	116, 584	20, 119	41, 030	5, 540	6, 700	707	4, 370	30, 736
1890.....	121, 090	18, 271	47, 524	6, 151	2, 365	241	2, 477	27, 140
1891.....	134, 853	21, 130	56, 976	7, 130	.....	.....	2, 131	30, 391
1892.....	77, 606	14, 471	77, 784	9, 819	.....	.....	2, 489	26, 779
1893.....	77, 174	15, 412	47, 280	6, 177	2, 920	437	3, 407	25, 433
1894.....	116, 346	21, 386	89, 503	11, 903	3, 900	540	5, 697	39, 526
1895.....	84, 739	12, 747	71, 546	8, 863	2, 725	383	3, 939	25, 932

NUMBER AND VALUE OF ANIMALS EXPORTED FROM ARGENTINA, ANNUALLY, FOR THE YEARS
ENDING DECEMBER 31, 1885 TO 1895, INCLUSIVE.

Year ending December 31—	Animals, living.						
	Cattle.		Horses and asses.		Mules.		Total values.
	Number.	Values.	Number.	Values.	Number.	Values.	
1885	96,175	\$2,263,227	14,567	\$56,831	6,685	\$103,216	\$2,476,777
1886	124,405	2,126,040	12,231	52,913	8,895	137,784	2,356,840
1887	70,707	1,366,078	9,619	48,848	6,445	99,566	1,555,875
1888	94,726	1,735,312	15,679	93,023	6,893	105,972	1,967,778
1889	139,637	3,092,319	14,782	186,644	12,104	233,607	3,576,778
1890	150,003	3,454,175	35,845	569,257	11,755	235,798	4,413,078
1891	271,105	3,857,365	17,496	117,387	14,703	396,416	4,745,149
1892	125,458	2,532,811	17,672	117,387	16,514	327,384	3,142,039
1893	201,645	4,278,756	14,110	261,310	12,842	257,790	5,148,058
1894	220,490	4,381,254	21,785	289,060	14,426	278,422	5,381,710
1895	126,839	.....	.....	.....	.....	.....	.....

VALUE OF BREADSTUFFS EXPORTED FROM ARGENTINA, ANNUALLY, FOR THE YEARS ENDING
DECEMBER 31, 1885 TO 1895, INCLUSIVE.

Year ending December 31—	Breadstuffs.						
	Barley.		Corn.		Flour.		Total values.
	Tons.	Values.	Tons.	Values.	Tons.	Values.	
1885	2,109	\$40,712	197,859	\$3,818,689	7,447	\$503,050	\$7,411,596
1886	876	16,910	231,660	4,490,551	5,262	350,109	6,315,085
1887	825	15,938	361,844	6,983,595	5,401	364,843	16,545,999
1888	234	6,365	162,037	5,253,908	6,392	616,870	13,837,056
1889	231	7,544	432,590	12,523,501	3,360	492,983	14,564,598
1890	1,308	13,385	707,281	13,650,542	12,017	579,862	23,736,324
1891	137	3,315	65,908	1,399,246	7,015	473,889	17,144,880
1892	996	14,876	445,935	8,261,588	18,849	988,200	23,444,740
1893	1,132	21,649	84,514	1,518,471	37,921	1,272,449	25,451,398
1894	673	9,689	54,876	1,009,397	40,758	984,233	28,172,326
1895	.....	.....	804,509	.....	55,865	.....	.....

QUANTITY AND VALUE OF MEAT EXPORTED FROM ARGENTINA, ANNUALLY, FOR THE YEARS
ENDING DECEMBER 31, 1885 TO 1894, INCLUSIVE.

Year ending Decem- ber 31—	Meats.									
	Mutton, frozen.		Beef.		Beef, frozen.		Other meats, frozen.		Meats, pre- pared, etc.	
	Tons.	Values.	Tons.	Values.	Tons.	Values.	Tons.	Values.	Tons.	Values.
1885	2, 862	\$72, 687	32, 055	\$4, 056, 934						
1886	7, 350	347, 890	37, 388	3, 607, 961			12	\$1, 810		
1887	12, 038	929, 403	23, 984	2, 316, 489			128	8, 528	937	\$204, 564
1888	18, 246	1, 408, 745	26, 449	3, 335, 800	41	\$3, 326	479	37, 001	138	13, 326
1889	16, 532	1, 276, 313	41, 767	5, 924, 979	734	56, 686	224	17, 302	1, 130	98, 154
1890	20, 414	1, 575, 946	43, 481	3, 776, 338	662	51, 173			474	41, 168
1891	23, 278	1, 797, 068	39, 635	3, 461, 603	73	5, 695	390	30, 118	2, 877	249, 805
1892	25, 436	1, 963, 677	44, 699	3, 956, 971	283	21, 901	615	47, 494	7, 040	61, 375
1893	25, 041	1, 933, 140	41, 151	3, 971, 104	2, 778	214, 499	429	33, 123	2, 179	189, 148
1894	36, 486	1, 798, 866	42, 838	4, 404, 691	266	11, 966	833	57, 557	658	62, 975

VALUE OF BREADSTUFFS AND MEATS IMPORTED INTO THE UNITED KINGDOM, FRANCE, AND
GERMANY FROM ARGENTINA FOR THE YEARS 1885 TO 1895, INCLUSIVE.

[Germany also includes imports from Uruguay and Paraguay.]

Year ending December 31—	United Kingdom.				France.				Germany. ¹			
	Breadstuffs.		Meats.		Breadstuffs.		Meats.		Breadstuffs.		Meats.	
	Tons.	Values.	Tons.	Values.	Tons.	Values.	Tons.	Values.	Tons.	Values.	Tons.	Values.
1885												
1886												
1887												
1888												
1889												
1890												
1891												
1892												
1893												
1894												
1895												

¹ Year ending March 31.

² No data.

STATEMENT OF THE VALUE OF THE PRINCIPAL ARTICLES OF COMMERCE BETWEEN THE UNITED STATES AND BRITISH AUSTRALASIA, ANNUALLY, FROM 1885 TO 1895, INCLUSIVE.

IMPORTS INTO THE UNITED STATES FROM BRITISH AUSTRALASIA.

Year ending June 30—	Values.										Quantities.			
	Chemicals, drugs, and dyes.	Coal.	Hides and skins.	Textile fibers, sisal grass.	Tin, in pigs, bars, and blocks.	Wool, un-manufactured.	All other articles.	Free of duty.	Dutiable.	Free and dutiable.	Coal (tons).	Textile fibers, sisal grass (tons).	Tin, in pigs, bars, and blocks (pounds).	Wool, un-manufactured (pounds).
1885.....	\$1,117,929	\$630,298	\$29,787	.....	\$164,184	\$493,826	\$87,369	\$1,437,036	\$1,386,357	\$2,823,393	221,493	.....	2,725,131	2,129,315
1886.....	764,456	644,284	147,002	.....	578,817	1,551,741	173,060	1,563,507	2,295,853	3,859,360	229,792	.....	2,901,647	7,960,443
1887.....	1,376,539	921,866	237,300	.....	801,021	931,620	142,773	1,989,512	2,421,607	4,411,119	321,654	.....	3,595,983	4,522,587
1888.....	1,504,496	928,961	577,268	.....	764,762	1,173,059	79,233	2,635,170	2,392,609	5,027,779	332,130	.....	3,022,553	6,134,792
1889.....	978,216	1,351,691	754,598	\$146	557,342	2,220,286	135,932	2,397,994	3,600,217	5,998,211	485,301	2	2,691,265	10,242,914
1890.....	915,274	977,596	449,024	721,563	600,826	330,480	282,913	2,176,462	2,101,214	4,277,676	355,155	6,723	3,526,570	1,401,281
1891.....	1,331,937	575,390	811,081	761,115	746,632	1,614,131	398,735	3,717,062	2,521,959	6,239,021	207,285	8,390	3,779,098	7,904,431
1892.....	1,309,919	954,726	1,533,737	653,213	614,241	3,029,030	397,440	4,441,496	4,050,810	8,492,306	354,675	7,184	3,182,408	15,359,722
1893.....	1,755,501	711,536	1,092,622	785,615	832,095	1,681,811	407,628	4,853,765	2,413,043	7,266,808	287,167	8,364	4,125,192	9,176,282
1894.....	1,070,789	488,207	430,760	658,965	240,178	842,522	340,604	2,455,587	1,561,438	4,017,025	190,071	6,683	1,541,463	4,917,396
1895.....	1,083,035	512,651	268,525	51,591	494,224	1,846,934	363,868	3,964,285	656,543	4,620,828	262,384	563	3,522,788	12,383,814

EXPORTS FROM THE UNITED STATES TO BRITISH AUSTRALASIA.

Fiscal year ending June 30—	Values.										Total		
	Agricultural implements.	Carriages, street cars, and cars for steam railroads.	Cotton, manufactures of.	Iron and steel, manufactures of.	Oils, mineral.	Tobacco, and manufactures of.	Wood, and manufactures of.	All other articles.	Total domestic exports.	Total foreign exports.	Total exports.		
1885.....	\$244,310	\$474,845	\$66,672	\$1,868,726	\$982,806	\$1,157,524	\$1,766,635	\$4,086,674	\$10,534,138	\$114,054	\$10,648,192		
1886.....	176,369	525,047	70,893	1,591,886	1,022,543	1,727,684	2,123,218	3,896,661	10,981,915	152,386	11,134,301		
1887.....	298,990	358,692	44,162	1,532,918	592,581	1,428,762	1,440,596	3,971,734	9,543,474	124,961	9,668,435		
1888.....	239,439	311,825	49,989	2,002,812	1,222,011	1,747,938	1,529,476	2,065,159	11,076,053	92,626	11,168,679		
1889.....	249,404	429,526	53,515	2,414,262	1,056,664	1,517,762	2,306,228	4,294,619	12,252,147	69,833	12,321,980		
1890.....	548,347	324,130	70,265	1,815,659	1,058,992	1,652,204	1,590,698	4,206,189	11,168,081	98,403	11,266,484		
1891.....	412,316	540,409	82,078	2,643,013	1,160,550	1,911,427	2,029,938	5,237,401	12,891,679	125,453	13,017,132		
1892.....	323,936	497,008	132,199	2,270,161	1,141,456	1,547,536	1,722,172	3,752,209	11,246,474	140,203	11,386,677		
1893.....	294,429	258,479	80,629	1,300,184	1,058,586	1,301,494	666,248	2,961,179	7,818,130	103,098	7,921,228		
1894.....	358,420	175,769	122,069	1,484,023	1,102,306	1,385,981	699,207	2,804,164	8,055,032	76,907	8,131,939		
1895.....	246,930	203,884	148,171	1,543,732	1,541,073	1,571,769	916,249	2,842,460	8,938,760	75,508	9,014,268		

TRADE OF AUSTRALASIA WITH THE PRINCIPAL COUNTRIES.

[Compiled from the British abstract—Colonial and other possessions—1894.]

IMPORTS INTO AUSTRALASIA.

Year ending December 31—	Value of imports (including bullion and specie) from—						
	United King- dom.	United States.	China.	Belgium.	France.	Germany.	All other countries.
1885.....	\$158,317,100	\$11,965,862	\$5,400,491	\$1,404,272	\$2,630,767	\$2,887,766	\$125,839,164
1886.....	143,242,060	11,702,492	4,807,017	1,486,998	1,951,866	3,233,911	125,922,229
1887.....	124,117,002	9,116,458	5,113,811	540,347	1,761,250	3,230,154	125,929,597
1888.....	146,664,557	13,118,658	4,452,672	878,739	1,769,990	4,339,346	148,021,071
1889.....	146,143,005	13,770,380	4,047,050	972,794	1,791,947	5,638,906	162,747,269
1890.....	137,020,522	12,846,707	3,459,128	1,225,769	1,451,526	6,676,565	167,905,391
1891.....	149,973,811	14,128,652	3,453,925	1,375,287	1,377,842	6,893,251	173,021,995
1892.....	126,840,948	10,641,629	2,414,368	1,664,270	728,827	5,571,111	141,988,716
1893.....	105,965,697	7,590,869	1,808,727	865,230	480,100	3,798,254	138,104,077
1894.....	93,634,287	7,651,009	1,356,123	930,115	693,408	3,397,717	129,427,089
							\$308,445,422
							292,346,573
							267,808,619
							319,245,033
							335,111,351
							330,585,608
							350,224,763
							289,849,869
							258,612,954
							237,089,748

EXPORTS FROM AUSTRALASIA.

Year ending December 31—	Value of exports (including bullion and specie) to—						
	United Kingdom.	United States.	China.	Belgium.	France.	Germany.	All other countries.
1885.....	\$125,504,675	\$7,547,781	\$246,386	\$2,551,774	\$1,804,192	\$287,820	\$112,880,106
1886.....	105,971,507	4,399,199	247,651	3,478,788	1,388,836	583,815	105,701,281
1887.....	111,706,468	7,764,447	326,484	3,815,229	1,173,269	1,025,649	120,325,395
1888.....	139,782,056	8,374,936	144,433	5,434,586	1,058,196	1,258,350	124,578,492
1889.....	142,438,498	8,071,514	380,838	6,439,976	1,179,168	3,615,659	142,463,712
1890.....	137,213,479	10,088,970	327,082	8,110,480	3,370,742	3,147,516	152,451,865
1891.....	158,790,834	15,901,105	185,691	6,828,838	7,220,218	4,034,917	160,224,051
1892.....	149,463,866	11,273,982	165,753	6,866,661	8,578,235	8,291,309	131,394,130
1893.....	148,926,336	5,585,306	149,314	7,090,593	10,156,663	6,003,460	141,243,457
1894.....	150,057,617	3,969,088	85,470	7,425,968	8,033,122	6,888,779	128,538,334
							\$250,832,734
							221,771,077
							246,136,941
							280,631,049
							304,589,365
							314,710,134
							353,185,654
							316,033,936
							319,155,129
							304,998,378

VALUE OF MERCHANDISE EXPORTED FROM AND IMPORTED INTO THE UNITED KINGDOM, BY
THE COUNTRIES SPECIFIED, FROM 1885 TO 1894.

Year ending December 31—	EXPORTED TO—			IMPORTED FROM—		
	Brazil.	Spanish West Indies: Cuba and Puerto Rico.	Central American States.	Brazil.	Spanish West Indies: Cuba and Puerto Rico.	Central American States.
1885.....	\$26,030,149	\$7,114,434	\$3,262,828	\$19,880,670	\$4,793,386	\$5,183,460
1886.....	29,536,876	8,467,919	3,305,648	16,843,613	656,661	5,436,085
1887.....	28,344,482	7,073,078	4,708,402	26,177,259	1,016,680	6,526,833
1888.....	30,446,269	7,725,004	4,599,850	25,339,374	1,572,016	5,534,349
1889.....	30,329,585	8,854,047	4,854,193	24,676,211	508,486	5,750,756
1890.....	36,297,413	9,133,233	4,804,053	21,172,559	622,294	6,425,264
1891.....	40,343,475	7,209,141	5,571,889	20,682,188	686,746	6,813,732
1892.....	38,495,601	7,193,519	4,035,068	17,090,861	422,336	5,300,859
1893.....	37,829,412	6,433,153	3,379,843	22,561,590	635,623	5,830,658
1894.....	36,625,211	5,455,814	4,845,861	19,174,681	1,187,261	4,616,900

VALUE OF THE PRINCIPAL ARTICLES OF COMMERCE BETWEEN THE UNITED KINGDOM AND THE
SEVERAL COUNTRIES, ANNUALLY, FROM 1885 TO 1895, INCLUSIVE.

IMPORTED INTO THE UNITED KINGDOM FROM BRAZIL.

Year ending December 31—	Values.						Quantities.								
	Cocoa.	Coffee.	Cotton, raw.	Fruits and nuts.	India rubber.	Sugar.	Tobacco.	All other articles.	Total.	Cocoa (pounds).	Coffee (cwt.).	Cotton, raw (cwt.).	India rubber (cwt.).	Sugar (cwt.).	Tobacco (pounds).
1885	\$270,004	\$2,311,310	\$4,459,908	\$198,733	\$6,112,217	\$3,926,336	\$12,244	\$2,589,912	\$19,880,670	1,625,187	187,526	322,058	97,234	1,304,949	-----
1886	72,024	2,401,545	3,432,800	208,529	6,476,601	1,841,294	13,149	2,397,671	16,843,613	447,634	185,327	279,702	90,948	597,228	-----
1887	242,050	5,335,606	7,516,804	332,588	7,811,292	2,336,241	10,896	2,591,782	26,177,259	1,711,898	301,590	620,594	113,955	869,843	-----
1888	134,466	2,392,478	5,370,348	436,710	7,806,392	6,945,698	13,480	2,239,802	25,339,374	879,598	155,162	432,691	106,617	2,269,698	-----
1889	208,588	7,207,437	3,441,238	224,341	8,544,202	2,516,735	8,857	2,524,813	24,676,211	1,496,786	383,634	265,813	122,649	725,824	4,855
1890	317,198	4,147,027	3,270,239	233,324	9,285,584	1,262,219	5,918	2,651,051	21,172,560	2,196,417	221,282	249,423	114,510	430,847	5,283
1891	422,407	2,885,299	3,814,088	774,899	8,591,562	1,493,587	10,147	2,690,193	20,682,182	2,774,589	149,522	262,948	109,456	502,095	6,992
1892	181,739	2,778,903	1,790,113	285,396	8,415,959	1,186,312	15,052	2,437,387	17,090,861	1,294,884	141,846	155,534	124,779	397,956	10,010
1893	335,555	2,512,282	5,740,733	258,382	9,878,304	1,297,657	17,208	2,521,469	22,561,590	2,154,081	122,105	508,264	135,405	406,162	12,023
1894	381,933	1,871,228	3,571,972	624,771	9,834,218	1,320,885	10,482	1,559,192	19,174,681	2,448,664	92,509	355,869	140,762	469,903	6,248
1895	-----	2,070,024	1,214,143	-----	-----	1,400,442	-----	-----	-----	-----	100,213	124,136	-----	658,098	-----

Value of the principal articles of commerce between the United Kingdom and the several countries, annually, from 1885 to 1895, inclusive—Continued.

EXPORTED FROM THE UNITED KINGDOM TO BRAZIL.

Year ending December 31—	Values.						Quantities.			
	Cotton, manufactures of—			Iron and steel and manufactures of—			Total.	Cotton yarn (pounds).	Cotton entered by the yard (yards).	Iron, wrought and unwrought (tons).
	Apparel and haberdashery.	Yarn.	Entered by yard.	Entered at value.	Iron, wrought and unwrought.	Hard-ware, cutlery, tools, etc.				
1885.....	\$276,476	\$167,666	\$10,650,778	\$1,225,433	\$2,305,436	\$666,316	\$26,030,149	779,200	190,096,700	50,774
1886.....	342,042	191,137	13,038,682	1,686,160	2,125,181	726,953	29,536,876	1,015,700	241,034,500	49,610
1887.....	300,307	191,253	12,252,577	1,671,239	1,865,291	757,622	28,344,482	1,046,000	215,368,400	38,520
1888.....	273,668	238,692	12,268,101	1,904,850	2,465,612	802,140	30,446,269	1,279,000	214,958,800	52,784
1889.....	310,059	331,691	10,444,480	1,723,306	3,193,091	1,066,542	30,329,585	1,679,200	178,000,900	68,665
1890.....	379,422	284,846	12,172,266	2,019,038	5,103,158	1,051,880	36,297,413	1,386,300	212,640,500	108,421
1891.....	352,680	268,592	10,133,318	2,119,998	5,088,150	1,518,431	40,343,475	1,198,300	186,466,900	100,875
1892.....	250,420	235,816	14,016,829	2,319,272	3,495,923	1,212,206	38,495,601	1,117,600	278,898,500	63,197
1893.....	294,336	277,332	15,007,561	2,278,198	2,967,859	1,321,970	37,829,412	1,470,900	265,757,600	58,755
1894.....	279,926	480,075	12,801,747	2,282,140	2,944,924	753,636	36,625,211	3,129,900	227,820,800	55,248
1895.....	.....	.....	10,602,921	.....	.....	.....	.....	.....	.....	.....

IMPORTED INTO THE UNITED KINGDOM FROM CENTRAL AMERICAN STATES.

Year ending December 31—	Values.						Quantities.					
	Coffee.	Dye-stuffs, indigo.	Dye-woods, unenumerated.	India rubber.	Sugar.	Wood.	Coffee (cwt.).	Indigo (cwt.).	Dye-woods, unenumerated (tons).	India rubber (cwt.).	Sugar (cwt.).	Wood.
1885.....	\$3,486,901	\$990,664	\$255,301	\$99,281	\$43,312	\$122,344	223,348	7,073	11,268	2,121	12,464	2,857
1886.....	3,926,847	900,955	181,457	27,807	126,787	78,998	235,871	5,971	7,115	498	33,287	1,659
1887.....	5,172,325	878,564	185,847	64,330	39,818	106,114	244,791	5,933	6,558	1,107	16,269	2,445
1888.....	4,343,492	973,465	38,650	29,525	96,576	14,123	230,391	6,769	1,660	521	25,690	350
1889.....	4,823,188	667,630	155,003	10,935	2,190	43,331	223,469	6,038	6,703	205	530	970
1890.....	5,642,055	543,963	119,463	4,837	.....	87,480	224,723	3,703	5,247	94	.....	1,995
1891.....	5,901,302	539,038	176,377	20,181	.....	86,273	242,027	3,479	7,654	339	.....	1,843
1892.....	4,539,262	512,890	66,413	3,956	.....	64,676	193,171	3,930	2,715	71	.....	1,570
1893.....	5,297,039	296,321	83,266	22,118	.....	45,575	220,286	2,862	2,740	331	.....	1,144
1894.....	4,185,190	253,846	20,439	42,801	.....	49,084	171,782	2,639	700	742	.....	1,366

EXPORTED FROM THE UNITED KINGDOM TO THE CENTRAL AMERICAN STATES.

Year ending December 31—	Values.										Quantities.				
	Apparel and hab- erdash- ery.	Candles.	Cotton, manufactures of.			Iron and steel, manufac- tures of.			Woolens and worsted.	All other articles.	Total.	Candles (pounds).	Cotton, manufac- tures of.		Iron, wrought or un- wrought (tons).
			Yarn.	Entered by the yard.	Entered at value.	Wrought and un- wrought.	Hard- ware, im- plements, and tools.	Machin- ery.					Yarn (pounds).	Entered by the yard (yards).	
1885	\$93, 481	\$25, 058	\$146, 149	\$1, 912, 335	\$217, 756	\$120, 894	\$40, 231	\$62, 160	\$144, 496	\$500, 268	\$3, 262, 828	201, 400	716, 000	36, 911, 200	2, 404
1886	79, 037	26, 226	189, 969	1, 845, 766	252, 897	132, 028	46, 281	111, 331	138, 997	483, 116	3, 305, 648	259, 300	1, 010, 600	37, 503, 800	3, 388
1887	106, 270	28, 707	235, 110	2, 540, 829	327, 345	392, 683	50, 329	189, 477	204, 203	633, 449	4, 708, 402	308, 100	1, 269, 200	53, 490, 700	9, 756
1888	102, 557	31, 248	134, 540	2, 591, 650	382, 565	336, 641	72, 662	122, 198	239, 812	585, 977	4, 599, 850	356, 400	711, 100	54, 079, 400	8, 078
1889	104, 678	18, 342	173, 505	2, 513, 382	438, 623	488, 923	114, 820	149, 066	208, 626	642, 228	4, 854, 193	215, 700	866, 500	53, 082, 100	7, 529
1890	107, 749	40, 947	177, 360	2, 033, 482	406, 095	540, 941	139, 235	237, 938	261, 618	958, 688	4, 804, 053	445, 300	946, 700	41, 413, 000	9, 743
1891	124, 947	41, 667	163, 291	2, 710, 616	495, 054	393, 349	142, 272	217, 002	407, 053	876, 638	5, 571, 889	457, 500	818, 500	55, 449, 900	5, 433
1892	90, 736	21, 909	141, 907	1, 747, 365	327, 258	355, 970	110, 426	322, 751	281, 191	636, 555	4, 035, 068	245, 800	792, 900	38, 341, 400	5, 387
1893	76, 691	33, 404	154, 434	1, 324, 262	255, 681	401, 296	75, 110	194, 665	276, 573	587, 727	3, 379, 843	350, 100	819, 600	30, 854, 200	7, 093
1894	67, 678	35, 049	202, 617	2, 447, 874	390, 863	457, 281	97, 530	170, 220	251, 919	724, 830	4, 845, 861	428, 300	1, 263, 300	3, 889, 900	12, 070

IMPORTED INTO THE UNITED KINGDOM FROM SPANISH WEST INDIES (CUBA AND PUERTO RICO.)

Year ending December 31—	Values.							Quantities.			
	Spirits, rum.	Sugar, brown.	Tobacco, manu- factured.	Wood, mahogany.	All other articles.	Total.	Spirits, rum (proof gallons).	Sugar, brown (cwt.).	Tobacco, manu- factured (pounds).	Wood, mahogany (tons).	
1885	\$168,274	\$2,432,374	\$1,208,352	\$243,967	\$740,419	\$4,793,386	534,100	653,569	253,591	5,380	
1886	19,739	75,231	289,236	125,439	147,016	656,661	75,830	176,311	41,745	1,090	
1887	20,021	532,979	190,227	46,611	226,842	1,016,680	55,902	303,823	16,064	6,590	
1888	19,485	1,084,957	64,369	294,477	108,728	1,572,016	.....	49,600	3,899	4,345	
1889 .....	.....	215,245	9,003	160,020	124,218	508,486	430,992	42,130	1,215	4,027	
1890	154,823	153,767	2,832	157,310	153,562	622,294	603,335	19,935	1,031	3,843	
1891	212,398	76,399	2,652	149,874	245,423	686,746	300,310	12,528	1,654	3,988	
1892	94,795	46,962	2,107	132,938	167,534	442,336	236,085	82,960	1,403	3,288	
1893	62,345	324,815	2,793	92,926	152,744	635,623	77,900	280,589	1,212	6,859	
1894	16,493	805,527	3,650	223,095	138,946	1,187,261					

Value of the principal articles of commerce between the United Kingdom and the several countries, annually, from 1885 to 1895, inclusive—Continued.

EXPORTED FROM THE UNITED KINGDOM TO THE SPANISH WEST INDIES (CUBA AND PUERTO RICO).

Year ending December 31—	Values.						Quantities.				
	Apparel and haberdashery.	Cotton, manufactures of.	Iron and steel, and manufactures of.			Linens.	Wool, manufactures entered by the yard.	All other articles.	Total.	Iron, wrought and unwrought (tons).	Wool, manufactures entered by the yard (yards).
			Iron, wrought and unwrought.	Machinery.	Hardware, implements and tools.						
1885	\$65,221	\$2,670,180	1 \$915,053	.....	.....	\$2,229,606	\$151,918	\$1,082,456	\$7,114,434	.....	.....
1886	75,392	3,387,590	1 1,379,725	.....	.....	2,232,390	270,008	1,122,814	8,467,919	.....	.....
1887	60,676	2,653,508	626,815	.....	.....	1,342,745	178,566	1,729,753	7,073,078	12,665	757,400
1888	86,118	3,218,070	696,552	318,318	342,660	1,552,740	158,779	1,351,767	7,725,004	13,543	495,800
1889	72,681	3,268,478	960,083	475,798	381,772	1,788,463	164,556	1,742,216	8,854,047	18,275	506,500
1890	85,972	3,255,212	1,049,135	476,912	398,362	2,077,859	165,889	1,623,892	9,133,233	18,896	502,400
1891	72,049	2,303,159	967,183	559,326	336,372	1,579,710	98,006	1,283,336	7,209,141	21,402	396,900
1892	68,131	2,306,166	834,186	652,218	364,399	1,581,544	109,175	1,277,700	7,193,519	13,945	449,800
1893	46,276	2,055,872	612,420	405,160	317,515	1,657,233	177,462	1,161,214	6,433,153	8,812	676,700
1894	25,734	1,894,825	452,677	388,167	259,321	1,210,610	175,286	1,049,194	5,455,814	6,767	344,500

¹ Iron and steel, and manufactures of.

VALUE OF MERCHANDISE EXPORTED FROM AND IMPORTED INTO FRANCE, BY THE COUNTRIES SPECIFIED, FROM 1885 TO 1895.

Year ending December 31—	EXPORTED TO—			IMPORTED FROM—		
	Brazil.	Spanish West Indies: Cuba and Puerto Rico.	Central American States.	Brazil.	Spanish West Indies: Cuba and Puerto Rico.	Central American States.
1885.....	\$10,566,502	\$872,123	\$172,502	\$19,717,384	\$2,608,188	\$963,896
1886.....	11,034,738	1,857,921	240,078	17,410,693	3,537,036	540,691
1887.....	11,507,453	1,441,572	302,063	22,538,478	3,364,805	1,187,146
1888.....	12,481,865	1,588,655	288,306	19,407,558	2,651,248	1,039,873
1889.....	13,535,578	1,947,392	308,589	26,179,203	3,668,016	1,177,141
1890.....	15,635,066	2,252,513	354,411	24,315,788	4,315,599	1,433,409
1891.....	19,866,431	1,278,872	298,290	25,006,021	2,783,061	1,056,185
1892.....	13,417,377	924,929	217,687	30,766,097	3,142,083	1,241,443
1893.....	14,541,417	1,018,594	95,761	23,883,062	2,253,290	1,353,179
1894.....	15,665,555	723,305	110,857	10,814,189	1,664,001	538,516
1895.....	15,457,370	.....	.....	14,187,623	.....	.....

VALUE OF THE PRINCIPAL ARTICLES OF COMMERCE BETWEEN FRANCE AND THE SEVERAL COUNTRIES, ANNUALLY, FROM 1885 TO 1895, INCLUSIVE.

IMPORTED INTO FRANCE FROM BRAZIL.

Year ending Decem- ber 31—	Values.							Quantities.							
	Cocoa.	Coffee.	Hides and skins, raw.	India rubber.	Tobacco.	Wool.	Wood, unmanu- factur- ed.	All other articles.	Total.	Cocoa (pounds).	Coffee (pounds).	Hides and skins, raw (pounds).	India rubber (pounds).	Tobacco (pounds).	Wood (pounds).
1885	\$1,821,237	\$13,263,864	\$2,667,420	\$600,863	\$514,453	\$201,514	\$16,233	\$631,800	\$19,717,384	.....	.....	.....	.....	.....	.....
1886	1,430,963	11,771,630	2,418,587	306,812	276,031	179,545	302,255	724,870	17,410,693	.....	.....	.....	.....	.....	.....
1887	2,097,165	15,778,248	2,602,901	710,063	372,530	199,941	87,708	689,922	22,538,478	.....	.....	.....	.....	.....	.....
1888	2,625,628	13,226,664	1,689,612	672,470	443,042	262,374	.....	487,768	19,407,558	.....	.....	.....	.....	.....	.....
1889	1,525,244	21,580,036	1,455,664	631,763	320,949	.....	275,432	390,115	26,179,203	11,097,165	111,038,008	13,291,729	1,202,750	3,005,031	8,091,678
1890	1,336,582	18,739,758	2,487,735	763,570	392,582	.....	244,672	350,889	24,315,788	10,097,557	93,069,764	20,397,778	1,453,684	3,449,528	7,371,105
1891	1,777,740	18,328,124	2,401,205	1,358,251	393,015	.....	273,218	474,568	25,006,021	13,519,820	98,527,002	19,591,764	2,216,432	3,804,520	8,437,105
1892	1,972,905	25,117,911	1,564,600	1,090,881	236,907	.....	263,361	519,532	30,766,097	13,688,724	142,389,915	15,540,966	2,095,871	2,255,120	10,918,610
1893	2,475,814	18,162,212	1,246,511	942,497	349,414	.....	231,712	475,902	23,883,062	14,706,503	98,323,700	12,342,414	1,794,326	3,244,946	10,906,193
1894	1,526,472	6,360,352	1,150,839	1,141,844	278,460	.....	92,179	264,043	10,814,189	10,736,864	34,594,627	11,395,621	2,470,268	2,524,404	4,851,207
1895	1,656,519	10,061,283	764,280	1,393,074	87,815	.....	90,903	133,749	14,187,623	11,650,870	54,727,652	7,586,249	3,013,694	795,861	4,871,284

Value of the principal articles of commerce between France and the several countries, annually, from 1885 to 1895, inclusive—Continued.

EXPORTED FROM FRANCE TO BRAZIL.

Year ending Decem- ber 31—	Values.										Quantities.					
	Chemi- cals and medi- cines, pre- pared.	Clothing, ready- made.	Cotton, manufac- tures of.	Fancy goods, in- cluding buttons, perfum- ery, etc.	Leather and man- ufactures of.	Iron and steel and manufac- tures of.	Provisions (butter and cheese).	Wood and manu- factures of.	Wool, manufac- tures of.	All other articles.	Total.	Clothing, ready- made (pounds).	Cotton, manufac- tures of (pounds).	Provi- sions, butter (pounds).	Wool, manufac- tures of (pounds).	
1885	\$340,025	\$1,370,337	\$367,233	\$646,626	\$2,199,909	\$406,099	\$1,466,576	\$107,000	\$1,127,732	\$2,534,965	\$10,566,502	.....	.....	.....	.....	.....
1886	370,275	1,554,498	500,254	712,823	2,265,032	363,230	1,471,200	134,856	1,122,173	2,540,397	11,034,738	.....	.....	.....	.....	.....
1887	379,154	1,533,162	730,382	750,868	2,120,647	491,915	1,254,751	119,515	1,430,558	2,696,501	11,507,453	.....	.....	.....	.....	.....
1888	.....	1,126,161	707,670	925,125	2,364,911	.....	1,665,163	.....	1,199,325	4,493,510	12,481,865	.....	.....	.....	.....	.....
1889	459,155	1,990,517	724,645	544,123	2,217,138	528,916	1,538,374	253,878	1,046,404	4,232,428	13,535,578	449,217	1,175,530	6,619,940	753,698	.....
1890	413,049	2,359,092	834,440	1,205,885	2,001,649	793,531	2,336,992	230,621	1,005,021	4,454,786	15,635,066	539,846	1,304,349	9,758,123	764,776	.....
1891	510,315	2,799,695	1,112,332	1,655,001	2,561,811	1,589,163	1,580,012	346,683	1,485,419	6,226,000	19,866,431	585,651	.....	6,846,010	751,729	.....
1892	466,796	1,900,684	904,266	1,197,049	1,267,813	777,789	1,133,793	123,916	1,710,685	4,034,586	13,417,378	433,186	.....	5,105,907	1,290,754	.....
1893	523,080	2,245,866	1,314,018	1,551,973	1,616,740	635,261	1,297,622	133,834	1,767,025	3,455,998	14,541,417	556,209	.....	5,394,284	1,749,704	.....
1894	537,969	2,490,429	1,157,692	2,039,991	363,007	506,893	1,273,228	82,372	1,496,246	5,717,728	15,665,555	1,068,694	.....	7,516,182	1,784,509	.....
1895	703,678	1,486,872	1,354,281	2,062,591	297,606	608,722	1,322,822	92,640	1,692,610	5,835,548	15,457,370	624,784	.....	7,829,196	2,609,837	.....

IMPORTED INTO FRANCE FROM SPANISH WEST INDIES (CUBA AND PUERTO RICO).

Year ending December 31—	Values.						Quantities.								
	Cocoa.	Coffee.	Hemp, manila, etc.	Sponges.	Tobacco.		Wood.	All other articles.	Total.	Cocoa (pounds).	Coffee (pounds).	Hemp, manila, etc. (pounds).	Sponges (pounds).	Tobacco.	
					Leaf.	Manu- factured.								Leaf (pounds).	Manu- factured (pounds).
1885	\$457,320	\$957,064	.....	\$287,303	\$121,169	\$328,236	\$7,329	\$449,767	\$2,608,188	.....	.....	.....	.....	.....	.....
1886	830,106	990,947	\$16,889	244,187	104,157	18,053	33,910	1,298,755	3,537,036	.....	.....	.....	.....	.....	.....
1887	704,847	1,004,675	.....	499,829	42,775	696,862	123,862	311,955	3,364,805	.....	.....	.....	.....	.....	.....
1888	588,772	1,224,974	110,058	260,176	12,472	218,427	51,452	184,917	2,651,248	.....	.....	.....	.....	.....	.....
1889	797,499	1,166,295	91,800	663,766	48,023	739,275	35,018	126,340	3,668,016	5,802,335	6,002,790	1,081,048	473,879	449,637	1,315,868
1890	247,309	2,108,622	133,153	665,214	40,842	702,279	130,018	288,162	4,315,599	1,867,610	10,472,921	1,652,539	474,912	358,876	484,110
1891	37,319	809,707	151,923	494,954	46,727	620,500	31,194	590,737	2,783,061	283,818	4,347,207	2,172,510	353,360	452,115	333,362
1892	21,000	1,476,180	39,424	590,927	47,695	738,539	50,103	178,215	3,142,083	145,664	8,368,776	653,146	449,985	454,004	387,290
1893	42,353	889,379	28,906	458,313	69,588	505,489	56,576	202,686	2,253,290	221,582	4,814,730	550,312	349,014	646,256	634,991
1894	20,107	854,606	43,081	256,552	42	204,425	67,856	217,132	1,664,001	141,286	4,648,564	1,052,802	196,893	602	185,179

EXPORTED FROM FRANCE TO THE SPANISH WEST INDIES (CUBA AND PUERTO RICO).

Year ending Decem- ber 31—	Values.								Quantities.			
	Butter.	Iron and steel and manufac- tures of.	Jewelry and fancy articles.	Paper, books, en- grav- ings, etc.	Leather and manu- factures of.	Textiles, cotton, manufac- tures of.	Wearing apparel.	All other articles.	Total.	Butter (pounds).	Leather and manu- factures of (pounds).	Cotton (pounds).
1885.....	.....	\$11,712	\$73,250	\$51,580	\$227,202	\$87,313	\$41,223	\$379,843	\$872,123	.....	.....	.....
1886.....	\$69,264	45,688	39,537	73,191	590,551	75,321	81,589	882,780	1,857,921	283,590	287,123	45,999
1887.....	96,260	36,298	34,350	99,572	362,805	43,771	70,556	698,309	1,441,572	422,906	214,645	41,923
1888.....	78,794	46,143	40,011	74,499	492,154	69,247	79,676	708,131	1,588,655	339,643	230,777	135,230
1889.....	100,956	96,223	9,453	117,431	301,503	137,756	121,846	1,062,224	1,947,392	427,113	177,115	303,876
1890.....	124,227	87,766	191,318	184,302	346,633	150,776	76,308	1,091,183	2,252,513	516,088	198,458	298,807
1891.....	28,005	72,003	138,359	77,372	213,896	44,928	75,506	628,803	1,278,872	120,713	121,626	92,666
1892.....	25,709	63,318	120,571	66,106	71,731	64,284	98,325	414,885	924,929	115,164	53,677	156,146
1893.....	.....	65,780	103,345	42,444	61,907	161,293	36,928	546,897	1,018,594	.....	45,421	180,530
1894.....	16,452	66,990	18,227	18,303	46,507	92,081	23,916	440,829	723,305	84,343	42,046	108,197

IMPORTED INTO FRANCE FROM GUATEMALA, COSTA RICA, AND HONDURAS.

Year ending December 31—	Values.						Quantities.					
	Cocoa.	Coffee.	Dyewoods.	Indigo.	Wood, un-manufactured.	All other articles.	Total.	Cocoa (pounds).	Coffee (pounds).	Dyewoods (pounds).	Indigo (pounds).	Wood, un-manufactured (pounds).
1885.....	.....	\$77,278	.....	\$157,443	\$620,729	\$108,446	\$963,896	.....	.....	.....	.....	.....
1886.....	.....	211,022	.....	25,794	273,420	30,455	540,691	.....	.....	.....	.....	.....
1887.....	.....	327,133	.....	164,827	658,748	36,438	1,187,146	.....	.....	.....	.....	.....
1888.....	.....	436,553	.....	29,346	461,729	112,245	1,039,873	.....	.....	.....	.....	.....
1889.....	\$9,903	602,831	\$447,753	92,831	5,211	18,612	1,177,141	72,048	3,100,779	26,918,882	94,595	297,621
1890.....	25,202	545,129	774,448	50,382	9,843	28,405	1,433,409	190,394	2,707,441	49,145,159	42,591	281,092
1891.....	14,554	727,732	157,314	124,534	.....	32,051	1,056,185	110,684	3,912,469	10,570,936	118,544	.....
1892.....	7,695	706,053	322,711	177,519	.....	27,465	1,241,443	53,404	4,002,531	19,400,632	135,184	.....
1893.....	18,538	847,037	260,687	204,552	17,775	4,590	1,353,179	110,118	4,585,615	16,438,374	155,824	766,765
1894.....	12,580	185,198	284,561	31,984	10,436	13,757	538,516	88,484	1,107,476	19,120,550	30,445	596,089

Value of the principal articles of commerce between France and the several countries, annually, from 1885 to 1895, inclusive—Continued.

EXPORTED FROM FRANCE TO GUATEMALA, COSTA RICA, AND HONDURAS.

Year ending December 31—	Values.									
	Earthen and glassware.	Fancy articles, jewelry, etc.	Cotton, manufactures of.	Iron and steel: Tools, implements, etc.	Leather and manufactures of.	Spirits and liquors.	Wearing apparel.	Wine.	All other articles.	Total.
1885.....	\$5,573	\$10,502	\$152	\$1,240	.....	\$13,629	\$10,131	\$22,363	\$56,831	\$120,421
1886.....	16,208	3,137	845	1,161	.....	19,913	2,283	40,105	67,779	151,431
1887.....	15,415	3,210	2,442	4,102	.....	11,561	7,856	30,408	116,918	191,912
1888.....	12,498	.....	.....	.....	.....	12,738	.....	51,298	110,024	186,558
1889.....	8,113	7,630	23,001	6,001	\$9,878	7,786	7,728	66,023	172,429	308,589
1890.....	9,130	25,678	25,598	11,277	9,551	10,537	15,796	64,344	182,500	354,411
1891.....	8,788	6,722	29,538	4,378	5,602	15,437	6,301	82,144	139,380	298,290
1892.....	3,938	21,465	26,135	.....	5,777	7,041	.....	38,085	115,246	217,687
1893.....	4,152	.....	687	1,794	.....	9,037	.....	35,449	44,642	95,761
1894.....	5,328	12,532	2,341	7,533	2,325	7,444	.....	33,617	39,737	110,857

VALUE OF MERCHANDISE IMPORTED INTO AND EXPORTED FROM GERMANY, BY THE COUNTRIES SPECIFIED, FROM 1885 TO 1894.

Year ending March 31—	IMPORTED FROM—			EXPORTED TO—		
	Brazil.	Spanish West Indies: Cuba and Puerto Rico.	Central American States.	Brazil.	Spanish West Indies: Cuba and Puerto Rico.	Central American States.
1885.....	\$928,914	\$866,796	(a)	\$3,213,000	\$292,978	(a)
1886.....	1,019,592	717,332	(a)	4,126,206	456,246	(a)
1887.....	990,794	743,036	(a)	3,890,586	446,012	(a)
1888.....	4,346,356	925,816	(a)	5,247,900	692,104	(a)
1889.....	29,164,996	3,869,404	\$3,914,148	13,467,230	1,181,670	\$1,739,304
1890.....	38,227,560	4,045,048	4,244,266	13,719,986	1,404,438	2,102,016
1891.....	45,160,024	2,463,300	4,450,838	14,520,618	1,272,348	1,927,086
1892.....	35,670,012	3,372,222	4,508,910	12,341,728	1,432,760	1,352,078
1893.....	35,895,398	4,417,518	6,530,958	14,807,408	1,191,190	1,469,888
1894.....	21,722,974	3,314,626	8,523,018	13,568,618	906,780	1,537,956

a Data not available.

VALUE OF THE PRINCIPAL ARTICLES OF COMMERCE BETWEEN GERMANY AND THE SEVERAL COUNTRIES, ANNUALLY, FROM 1889 TO 1894, INCLUSIVE.

IMPORTED INTO GERMANY FROM BRAZIL.

Year end- ing March 31—	Values.							Quantities.						
	Cocoa.	Coffee.	Hides and skins.	India rubber.	Tobacco, leaf.	Wood.	All other articles.	Total.	Cocoa (pounds).	Coffee (pounds).	Hides and skins (pounds).	India rubber (pounds).	Tobacco (pounds).	Wood (pounds).
1889.....	\$158,746	\$15,592,094	\$1,930,180	\$151,368	\$4,096,694	\$62,594	\$7,173,320	\$29,164,996	1,088,411	82,067,667	20,578,618	200,178	22,322,236	3,175,726
1890.....	116,858	25,093,054	3,220,140	530,022	7,975,618	84,490	1,207,378	38,227,560	834,716	124,966,208	31,507,482	625,446	20,170,326	1,083,340
1891.....	169,932	28,490,266	3,215,856	667,448	11,637,486	11,632	967,404	45,160,024	1,165,131	150,802,797	35,030,433	1,027,344	66,632,051	998,904
1892.....	115,906	26,428,948	2,940,014	510,510	4,653,138	64,974	956,522	35,670,012	735,014	152,057,269	32,429,545	859,794	31,942,449	2,628,324
1893.....	180,082	25,095,196	2,401,658	356,286	7,198,072	69,472	594,632	35,895,398	1,078,931	132,833,103	27,233,865	733,250	66,701,937	2,460,775
1894.....	149,940	15,840,328	2,471,154	220,388	2,513,518	4,760	522,896	21,722,974	1,263,290	97,820,140	30,828,685	510,144	28,770,691	508,160

EXPORTED FROM GERMANY TO BRAZIL.

Year ending March 31—	Values.						Quantities.							
	Cotton, manufactures of.	Earthen and glass ware.	Iron and steel manufactures of.	Leather and manufactures of.	Paper and manufactures of.	Wool, manufactures of.	All other articles.	Total.	Cotton, manufactures of (pounds).	Earthen and glassware (pounds).	Iron and steel manufactures of (pounds).	Leather and manufactures of (pounds).	Paper and manufactures of (pounds).	Wool, manufactures of (pounds).
1889.....	\$3,084,004	\$136,612	\$1,678,376	\$406,028	\$464,576	\$1,591,744	\$6,105,890	\$13,467,230	6,477,132	3,745,395	54,887,044	322,313	6,347,097	1,611,442
1890.....	2,903,124	407,456	1,702,890	412,216	537,404	2,074,858	5,682,038	13,719,986	6,139,028	8,115,574	44,269,951	387,623	7,323,902	2,121,266
1891.....	2,242,436	465,032	2,523,704	451,840	525,266	1,734,544	6,577,796	14,520,618	5,013,094	9,201,834	72,256,139	457,901	7,827,432	1,988,549
1892.....	2,647,036	537,880	1,805,706	358,428	587,146	1,624,466	4,781,066	12,341,728	6,404,196	11,809,160	65,005,717	394,236	8,240,899	1,974,219
1893.....	3,356,990	560,252	2,010,386	461,720	562,632	2,139,858	5,715,570	14,807,408	8,040,623	11,844,047	58,012,978	496,476	9,337,363	2,815,554
1894.....	2,801,974	372,470	2,326,792	509,320	440,062	1,753,108	5,364,912	13,568,618	2,875,901	7,296,104	56,141,021	584,439	8,563,548	2,478,411

Value of the principal articles of commerce between Germany and the several countries, annually, from 1889 to 1894, inclusive—Continued.

IMPORTED INTO GERMANY FROM SPANISH WEST INDIES.

Year ending March 31—	Values.					Quantities.						
	Cocoa and coffee.	Spirits.	Tobacco.		Wood.	All other articles.	Total.	Cocoa and coffee (pounds).	Tobacco.		Spirits (pounds).	Wood (pounds).
			Unmanu- factured.	Manu- factured.					Unmanu- factured (pounds).	Manu- factured (pounds).		
1889.....	\$241,808	\$123,522	\$1,605,072	\$1,324,708	\$335,104	\$239,190	\$3,869,404	1,285,282	8,752,042	546,741	576,062	13,264,196
1890.....	449,344	37,604	1,091,706	1,655,052	525,742	325,600	4,045,048	2,237,449	5,779,138	513,011	341,052	21,170,333
1891.....	106,862	9,282	481,474	1,161,916	489,090	214,676	2,463,300	350,972	3,008,397	473,107	73,634	19,891,004
1892.....	415,548	192,780	865,606	1,211,622	336,056	350,610	3,372,222	2,394,637	5,952,200	542,783	1,063,279	12,966,575
1893.....	427,448	305,116	1,620,780	1,235,458	634,508	194,208	4,417,518	2,267,210	4,300,734	519,404	1,824,091	24,494,870
1894.....	688,296	23,562	634,508	1,042,202	488,852	437,206	3,314,626	3,278,020	195,768	321,871	36,376	18,878,210

EXPORTED FROM GERMANY TO SPANISH WEST INDIES.

Year ending March 31—	Values.						Quantities.					
	Cotton manufactures.	Iron and steel and manufactures of.	Instruments and machinery.	Leather and manufactures of.	Wool, manufactures of.	All other articles.	Total.	Cotton, manufactures of (pounds).	Iron and steel, manufactures of (pounds).	Instruments and machinery (pounds).	Leather and manufactures of (pounds).	Wool, manufactures of (pounds).
1889.....	\$157,080	\$136,374	\$134,232	\$47,124	\$65,688	\$641,172	\$1,181,670	188,052	3,870,715	1,154,550	38,145	78,436
1890.....	147,084	204,442	232,050	44,744	88,536	687,582	1,404,438	188,052	3,829,936	2,274,706	39,247	116,844
1891.....	128,282	208,250	211,820	49,028	84,490	590,478	1,272,348	162,313	4,406,995	2,227,648	48,942	112,655
1892.....	112,812	186,592	229,670	48,314	93,772	761,600	1,432,760	181,439	4,209,022	2,537,054	49,092	126,109
1893.....	104,958	183,974	132,090	36,652	86,156	647,289	1,191,119	145,063	3,092,393	3,430,358	39,683	122,576
1894.....	73,066	196,112	5,712	39,508	31,218	561,164	906,780	108,687	3,401,477	2,646	68,343	51,818

IMPORTED INTO GERMANY FROM CENTRAL AMERICAN STATES.

Year ending March 31—	Values.					Quantities.				
	Cocoa.	Coffee.	Dyewoods.	Wood, mahogany.	All other articles.	Total.	Cocoa (pounds).	Coffee (pounds).	Dyewoods (pounds).	Wood, mahogany (pounds).
1889.....	\$25, 228	\$3, 555, 958	\$41, 412	\$25, 228	\$266, 322	\$3, 914, 148	173, 336	18, 715, 070	3, 041, 520	1, 880, 524
1890.....	42, 840	3, 749, 452	37, 842	42, 132	372, 000	2, 244, 266	305, 116	18, 672, 742	3, 376, 565	1, 118, 179
1891.....	26, 656	3, 997, 448	83, 062	64, 260	279, 412	4, 450, 838	182, 541	21, 159, 095	6, 392, 458	2, 953, 282
1892.....	23, 800	4, 037, 194	30, 702	88, 060	329, 154	4, 508, 910	123, 458	22, 786, 525	3, 047, 639	3, 425, 948
1893.....	10, 710	5, 824, 574	20, 706	301, 070	373, 898	6, 530, 958	64, 595	30, 830, 449	1, 587, 411	11, 407, 335
1894.....	11, 662	7, 859, 474	25, 466	157, 556	468, 860	8, 523, 018	94, 137	40, 445, 812	2, 345, 253	6, 181, 698

EXPORTED FROM GERMANY TO CENTRAL AMERICAN STATES.

Year ending March 31—	Values.						Total.
	Cotton, manufactures of.	Iron and steel, and manufactures of.	Leather, and manufactures of.	Wearing apparel.	Wine.	Wool, manufactures of.	
1889.....	\$301, 784	\$298, 452	\$93, 058	\$140, 182	\$31, 892	\$165, 172	\$1, 739, 304
1890.....	359, 618	439, 586	126, 854	188, 496	33, 558	204, 918	2, 102, 016
1891.....	343, 910	319, 872	129, 710	201, 586	8, 330	198, 968	1, 927, 086
1892.....	210, 630	211, 582	130, 424	93, 296	5, 236	140, 420	1, 352, 078
1893.....	237, 048	252, 756	126, 854	116, 144	5, 950	140, 142	1, 469, 888
1894.....	308, 210	609, 518	85, 918	72, 828	6, 426	144, 704	1, 537, 956

APPENDIX L.

RATES OF DUTY IMPOSED BY FOREIGN COUNTRIES UPON
ARTICLES EXPORTED FROM THE UNITED STATES.

TARIFFS OF FOREIGN COUNTRIES.

RATES OF DUTY IMPOSED UPON THE PRINCIPAL EXPORTS OF THE UNITED STATES BY THE TARIFFS OF FOREIGN COUNTRIES.

[The rates given are taken from the International Customs Journal, published at Brussels, Belgium, and are the latest obtainable. The rates and the value of the money as given therein have been adopted in the computation of the same.]

No.	Articles.	Austria-Hungary (Dec., 1895).	Belgium (Jan., 1896).	Denmark (1893).	France (Nov., 1895).	Germany (Dec., 1895).
1	Agricultural implements:					
2	Mowers and reapers, and parts of	32c. to \$1.50 per 100 lb.	Iron or steel, 35.1c. 100 lb.	10 per ct.	\$1.32 per 100 lb.	32.5 to 50.4c. per 100 lb.
3	Plows and cultivators, and parts of	do.	do.	do.	do.	Do.
4	All other, and parts of	do.	Wood, 10 per ct.	do.	do.	Do.
5	Animals: Cattle.	\$1.41 per head	45.4c. per 100 lb.	Free.	88c. per 100 lb.	\$1.19 each.
6	Breadstuffs: Corn	5½c. per 100 lb.	Free.	do.	26.4c. per 100 lb.	17.3c. per 100 lb.
7	Wheat	32.05c. per 100 lb.	do.	do.	43.9c. per 100 lb.	33c. per 100 lb.
8	Wheat flour.	80c. per 100 lb.	17½c. per 100 lb.	do.	(a)	78.1c. per 100 lb.
9	Carriages and horse cars, and parts of	\$35.27 each.	12 per ct.	\$16.39 each.	Various.	\$35.70 each.
10	Cars, passenger and freight, for steam railroads.	\$1.50 to \$1.92 per 100 lb.	35.1c. per 100 lb.	\$81.94 each.	52.7c. to \$2.19 per 100 lb.	6 per ct.; 10 per ct.
11	Clocks and watches: Clocks.	\$21.36 per 100 lb.	10 per ct.	8.2c. per lb.	Various.	\$21.64 per 100 lb.
12	Watches.	Silver, 23½; gold, 47c.	Silver, 9.6; gold, 29c.	26.9c. each.	Silver, 25-33; gold, 62-82c.	Silver, 36; gold, 71c.
13	Coal	Free.	Free.	3.9c. per ton.	1.09c. per 100 lb.	Free.
14	Cotton, and manufactures of:					
15	Raw (unmanufactured)	do.	do.	Free.	Free.	Do.
16	Cloths—Colored	Various.	Various.	Various.	Various.	Various.
17	Uncolored	do.	do.	do.	do.	Do.
18	Wearing apparel.	do.	10 to 20 per ct.	15 per ct.	do.	Do.
19	All other	do.	Various.	Various.	do.	Do.
20	Earthenware: Earthen and stone ware.	do.	10 per ct.	3.8c. per lb.	35 to 70c. per 100 lb.	86.4c. per 100 lb.
21	China	do.	do.	8.2c. per lb.	88c. to \$2.19 per 100 lb.	\$1.08 to \$2.60 per 100 lb.
22	Glass and glassware: Window glass	85½c. per 100 lb.	do.	0.8c. per lb.	19.3 to 97c. per M ft.	65c. to \$1.08 per 100 lb.
23	All other	Various.	Various.	Various.	Various.	Various.
24	Iron and steel:					
25	Pig iron	17.1c. per 100 lb.	4.36c. per 100 lb.	Free.	13.2c. per 100 lb.	27c. per 100 lb.
26	Cutlery	\$10.70 per 100 lb.	15 per ct.	1.55c. per lb.	Various.	\$2.61 per 100 lb.
27	Machinery, n. e. s.	Various.	35.1c. per 100 lb.	do.	do.	32.5 to 50.4c. per 100 lb.
28	Nails and spikes—					
29	Cut	\$1.39 per 100 lb.	15 per ct.	0.9c. per lb.	79c. per 100 lb.	27c. per 100 lb.
30	Wire, wrought, horseshoe, and other, including tacks.	\$1.39 to \$2.14 per 100 lb.	do.	do.	\$1.75½ per 100 lb.	Do.
31	Plates and sheets of iron	85½c. per 100 lb.	8.77c. per 100 lb.	Free.	Various.	32.5c. per 100 lb.
32	steel.	do.	do.	do.	do.	Do.
33	Railroad bars or rails of iron	59c. per 100 lb.	do.	0.13c. per lb.	52.7c. per 100 lb.	27c. per 100 lb.
34	steel	do.	do.	do.	do.	Do.
35	Saws and tools.	\$2.14 per 100 lb.	15 per ct.	1.3c. per lb.	\$1.05 to \$1.93 per 100 lb.	\$1.60 per 100 lb.
36	Sewing machines, and parts of	\$1.81 to \$14.11 per 100 lb.	35.1c. per 100 lb.	1.55c. per lb.	\$3.068 per 100 lb.	32.5c. per 100 lb.
37	Steam engines, and parts of—					
38	Locomotive engines	\$1.81 per 100 lb.	17.5c. per 100 lb.	\$273.20 each.	\$1.05 per 100 lb.	86.4c. per 100 lb.
39	Stationary engines	do.	do.	do.	52.7c. per 100 lb.	Do.

	Leather, and manufactures of:	\$1.92 per 100 lb.	\$1.316 per 100 lb.	4.1c. per lb.	\$1.32 to \$7.89½ per 100 lb.	\$1.94½ per 100 lb.
35	Buff, grain, splits, etc.	\$3.84 per 100 lb.	\$2.632 per 100 lb.	6.2c. per lb.	do	\$3.89 per 100 lb.
36	Patent.....	do	10 per ct.	4.4c. per lb.	do	Do.
37	Sole	\$1.92 per 100 lb.	do	do	do	Do.
38	Other leather	\$7.48 per 100 lb.	do	16.5c. per lb.	29 to 14.5c. per pair	\$7.57 per 100 lb.
39	Boots and shoes					
	Musical instruments:					
40	Organs	\$8.55 per 100 lb.	do	10 per ct.	\$2.50 to \$62.73 each	\$3.24 per 100 lb.
41	Pianofortes	do	do	do	Upright, \$9.65; Grand, \$14.48.	Do.
	All other, and parts of	\$2.14 per 100 lb.	do	5.2c. per lb.	Various	\$2.16 per 100 lb.
42	Naval stores:	10.7c. per 100 lb.	Free	0.13c. per lb.	88c. per 100 lb.	Free.
43	Tar	4.27c. per 100 lb.	do	do	35c. per 100 lb.	Do.
44	Turpentine and pitch ..	10.7c. per 100 lb.	do	do	88c. per 100 lb.	Do.
45	Mineral oil: Naphthalas	64.1c. per 100 lb.	do	1.1c. per lb.	\$2.19 per 100 lb.	64.9c. per 100 lb.
46	Illuminating	do	do	do	do	Do.
47	Lubricating	\$1.07 per 100 lb.	do	do	\$1.05 per 100 lb.	\$1.09 per 100 lb.
48	Cotton-seed oil.....	\$1.71 per 100 lb.	do	do	52.7c. per 100 lb.	43.3c. per 100 lb.
49	Paints and painters' colors.	Various	15 per ct.	0.5 to 2.6c. per lb.	Various	Free; dutiable.
50	Paper, and manufactures of:					
	Paper hangings	\$5.345 per 100 lb.	70.2c. per 100 lb.	1.55c	88c. per 100 lb.	\$2.60 per 100 lb.
51	Writing paper and envelopes .	\$1.07 per 100 lb.	15 per ct.	4.1c	Various	64.9c. per 100 lb.
52	Provisions: Beef, canned ..	\$1.28 per 100 lb.	\$1.053 per 100 lb.	Free	\$1.755 per 100 lb.	\$2.16 per 100 lb.
53	Dairy products—Butter ..	\$2.14 per 100 lb.	\$1.755 per 100 lb.	do	\$1.14 per 100 lb.	Do.
54	Cheese	\$4.28 per 100 lb.	Free	2.55c. per lb.	\$2.19 per 100 lb.	Do.
55	Soap: Toilet or fancy	\$3.21 per 100 lb.	12 per ct.	8.2c. per lb.	70c. per 100 lb.	Do.
56	Other	85¼c. per 100 lb.	52.6c. per 100 lb.	0.45c. per lb.	52.6c. per 100 lb.	\$1.09 per 100 lb.
57	Spirits, distilled: Alcohol ..	\$12.83 per 100 lb.	97.9c. per gall	20.1c. per gall	51.1c. per gall	\$13.50 per 100 lb.
58	Brandy	\$16.16 per 100 lb.	73.1c. per gall	do	do	Do.
59	Rum	do	97.9c. per gall	do	do	Do.
60	Whisky	\$12.83 per 100 lb.	do	do	do	Do.
61	All other	do	do	do	do	Do.
62	Sugar, refined.....	\$4.28 per 100 lb.	\$4.43 per 100 lb.	3.6c. per lb.	\$6.31 per 100 lb.	\$3.24 per 100 lb.
63	Tobacco, and manufactures of:					
	Leaf	\$4.49 per 100 lb.	\$6.14 per 100 lb.	2.55c. per lb.	Government	\$9.20 per 100 lb.
64	Stems and trimmings	do	do	do	do	Do.
65	Cigars	\$11.21 per 100 lb.	\$26.32 per 100 lb.	17.1c. per lb.	\$315.82 per 100 lb.	\$29.21 per 100 lb.
66	Cigarettes	do	do	do	do	Do.
67	All other	do	\$8.77 per 100 lb.	4.1c. per lb.	Government	\$12.76 per 100 lb.
68	Wood, and manufactures of:					
	Lumber —Boards, deals, and planks.	Free	\$1.158 per M ft	20c. per cu. ft	17.5 to 22.1c. per 100 lb	10.8c. per 100 lb.
69	Joints and scantling	do	do	do	do	Do.
70	Manufactures of—					
	Doors, sash, and blinds.....	\$3.21 per 100 lb.	10 per ct.	0.18c. per lb	\$1.318 to \$2.19 per 100 lb.	\$1.08 per 100 lb.
71	Moldings,trimmings, and other house finishings.	do	do	do	\$1.318 to \$4.386 per 100 lb.	Do.
72	Hogsheads and barrels, empty	\$1.07 to \$3.21 per 100 lb	do	do	21.9c. per 100 lb	Do.
73	Household furniture.....	\$3.21 per 100 lb	do	3.5c. per lb	79.1c. to \$2.63 per 100 lb.	Do.
74	Wooden ware	do	do	do	88c. to \$4.39 per 100 lb....	Do.
75	All other	do	do	do	\$1.18 per 100 lb.	Do.
76						

a Extraction of wheat flour as follows: 70 per cent, 70 cents; 60 per cent, 88 cents; below 60 per cent, \$1.05 per 100 lb.

Tariffs of foreign countries—Continued.

No.	Articles.	Italy (Dec., 1895).	Netherlands (July, 1895).	Spain (Jan., 1896).	Sweden (1895).	Norway (1895).
1	Agricultural implements:					
2	Mowers and reapers, and parts of..	78.9c. per 100 lb.	Free.....	\$1.61 per 100 lb.	10 per ct.....	Free.
3	Plows and cultivators, and parts of..	\$1.18 per 100 lb.	do.....	do.....	do.....	Do.
4	All other, and parts of.....	do.....	do.....	do.....	do.....	Do.
5	Animals: Cattle.....	\$1.544 per head.....	do.....	\$4.825 per head.....	Free.....	Do.
6	Breadstuffs: Corn.....	\$13.51 per ton.....	do.....	\$8.6c. per 100 lb.....	45c. per 100 lb.....	6.9c. per 100 lb.
7	Wheat.....	do.....	do.....	70.2c. per 100 lb.....	do.....	Do.
8	Wheat flour.....	\$1.01 per 100 lb.....	do.....	\$1.155 per 100 lb.....	79.2c. per 100 lb.....	15.2c. per 100 lb.
9	Carriages and horse cars, and parts of..	\$21.23 each.....	5 per ct.....	\$78.78 each.....	15 per ct.....	\$2.14 to \$21.44 each.
10	Cars, passenger and freight, for steam railroads.	\$1.23 to \$1.67 per 100 lb.....	do.....	\$2.63 to \$4.12 per 100 lb.....	do.....	Passenger, 15 per ct.; freight, free.
11	Clocks and watches: Clocks.....	96.5c. each.....	do.....	30c. each.....	9.7c. per lb.....	8.2c. per lb.
12	Watches.....	Silver, 9.7; gold, 19.3c.....	do.....	Silver, 49.2c; gold, \$1.78.....	Silver, 13.4; gold, 26.8c.....	26.8c. each.
13	Coal.....	Free.....	Free.....	57.9c. per ton.....	Free.....	Free.
14	Cotton, and manufactures of:					
15	Raw (unmanufactured).....	do.....	do.....	13.2c. per 100 lb.....	do.....	Do.
16	Cloths—Colored.....	Various.....	5 per ct.....	Various.....	Various.....	Various.
17	Uncolored.....	do.....	do.....	do.....	do.....	Do.
18	Wearing apparel.....	do.....	do.....	do.....	do.....	Do.
19	All other.....	do.....	do.....	do.....	do.....	Do.
20	Earthenware: Earthen and stone ware.	65c. per 100 lb.....	do.....	\$4.272 per 100 lb.....	1.2c. per lb.....	1.2c. per lb.
21	China.....	\$2.19 to \$3.51 per 100 lb.....	do.....	\$6.18 per 100 lb.....	3.6c. per lb.....	4.7c. per lb.
22	Glass and glassware: Window glass.....	70.2 to 1.14c. per 100 lb.....	do.....	\$2.10 per 100 lb.....	0.8c. per lb.....	0.7c. per lb.
23	All other.....	Various.....	do.....	Various.....	Various.....	3.3c. per lb.
24	Iron and steel:					
25	Pig iron.....	8.8c. per 100 lb.....	Free.....	21c. per 100 lb.....	9.6c. per 100 lb.....	Free.
26	Cutlery.....	\$1.536 per 100 lb.....	5 per ct.....	38c. per lb.....	6.9 to 36.5c. per lb.....	18.3c. per lb.
27	Machinery, n. e. s.....	87.7c. per 100 lb.....	Free.....	\$2.10 per 100 lb.....	10 per ct.....	Free.
28	Nails and spikes—					
29	Cut.....	44c. per 100 lb.....	do.....	\$2.63 per 100 lb.....	0.6 to 1.8c. per lb.....	Do.
30	Wire, wrought, horseshoe, and other, including tacks.	do.....	do.....	do.....	do.....	Do.
31	Plates and sheets of iron.....	61.4c. per 100 lb.....	5 per ct.....	\$1.37 per 100 lb.....	36.5c. per 100 lb.....	Do.
32	steel.....	do.....	do.....	do.....	do.....	Do.
33	Railroad bars or rails of iron.....	52.6c. per 100 lb.....	Free.....	63.2c. per 100 lb.....	Free.....	Do.
34	steel.....	do.....	do.....	do.....	do.....	Do.
35	Saws and tools.....	\$1.18 per 100 lb.....	do.....	\$2.63 per 100 lb.....	10 per ct.....	Do.
36	Sewing machines, and parts of.....	\$2.63 per 100 lb.....	do.....	\$7.37 per 100 lb.....	do.....	Do.
37	Steam engines, and parts of—					
38	Locomotive engines.....	\$1.23 per 100 lb.....	do.....	\$2.93 per 100 lb.....	do.....	Do.
39	Stationary engines.....	\$1.05 per 100 lb.....	do.....	do.....	do.....	Do.
40	Leather, and manufactures of:					
41	Buff, grain, splits, etc.....	\$6.14 per 100 lb.....	do.....	13.6c. per lb.....	5.8c. per lb.....	2.7c. per lb.
42	Patent.....	do.....	do.....	do.....	do.....	Do.
43	Sole.....	\$3.95 per 100 lb.....	do.....	do.....	2.9c. per lb.....	Do.

38	Other leather	\$6.14 per 100 lb.	do	do	5.8c. per lb.	Do.
39	Boots and shoes	\$38.60 per 100 pairs	5 per ct	do	72.7c. per lb.	12.2c. per lb.
40	Musical instruments:					
41	Organs	96.5c. each	do	do	\$2.68 each	10 per ct.
42	Pianofortes	Upright, \$17.37; Grand, \$34.74 each.	do	do	Upright, \$40.20; Grand, \$53.60 each.	Upright, \$10.72; Grand, \$16.08 each.
43	All other, and parts of	Various.	do	do	15 per ct	1.8c. per lb.
44	Naval stores: Rosin	Free.	Free	do	Free.	Free.
45	Tar	do	do	do	do	Do.
46	Turpentine and pitch	do	do	do	do	Do.
47	Mineral oil: Naphthas	70.2c. per 100 lb.	10c. per 100 lb.	do	do	Do.
48	Illuminating	do	do	do	do	Do.
49	Lubricating	\$4.12 per 100 lb.	do	do	do	Do.
50	Cotton-seed oil	70.2c. per 100 lb.	do	do	do	
51	Paints and painters' colors	\$1.097 per 100 lb.	5 per ct	do	Free and dutiable	0.8c. per lb.
52	Paper, and manufactures of:					
53	Paper hangings	\$3.95 per 100 lb.	do	do	3.5c. per lb.	1.6c. per lb.
54	Writing paper and envelopes	\$2.19 per 100 lb.	do	do	1.2c. per lb.	Do.
55	Provisions: Beef, canned	do	\$4.55 per 100 lb.	do	0.9c. per lb.	1.3c. per lb.
56	Dairy products—Butter	\$1.536 per 100 lb.	Free	do	2.4c. per lb.	1.2c. per lb.
57	Cheese	\$2.19 per 100 lb.	90.9c. per 100 lb.	do	do	1.3c. per lb.
58	Soap: Toilet or fancy	\$3.50 per 100 lb.	72.7c. per 100 lb.	do	6.9c. per lb.	3.6c. per lb.
59	Other	70.2c. per 100 lb.	36.4c. per 100 lb.	do	1.2c. per lb.	1.2c. per lb.
60	Spirits, distilled: Alcohol	21.5c. per gall.	5.3c. per gall.	do	19.1c. per qt.	64.8c. per qt.
61	Brandy	43.8c. per gall.	do	do	do	Do.
62	Rum	do	do	do	do	Do.
63	Whisky	do	do	do	do	Do.
64	All other	do	do	do	do	Do.
65	Sugar, refined	\$8.68 per 100 lb.	Not provided for.	do	4c. per lb.	2.4c. per lb.
66	Tobacco, and manufactures of:					
67	Leaf	Prohibited.	12.7c. per 100 lb.	do	12.2c. per lb.	21.3c. per lb.
68	Stems and trimmings	do	do	do	do	Do.
69	Cigars	\$3.07 per lb.	\$7.272 per 100 lb.	do	49c. per lb.	43.8c. per lb.
70	Cigarettes	do	do	do	do	Do.
71	All other	\$1.754 per lb.	\$2.182 per 100 lb.	do	14.6c. per lb.	25.6c. per lb.
72	Wood and manufactures of:					
73	Lumber—Boards, deals, and planks.	\$1.35 per ton.	Free.	\$1.158 per M ft.	Free.	Free.
74	Joists and scantling	do	do	do	do	Do.
75	Manufactures of—					
76	Doors, sash, and blinds	\$1.053 per 100 lb.	5 per ct	do	0.6c. per lb.	0.4c. per lb.
77	Moldings, trimmings, and other house finishings.	do	do	do	do	Do.
78	Hogsheads and barrels, empty	0.0012 per gall.	do	do	do	Do.
79	Household furniture	Various.	do	do	9.6c. per lb.	3.5c. per lb.
80	Wooden ware	do	do	do	0.6c. per lb.	0.4c. per lb.
81	All other	do	do	do	do	Do.

Tariffs of foreign countries—Continued.

No.	Articles.	Turkey (1895-96).	United Kingdom (1896).	Canada (Nov., 1895).	Central American States.	
					Costa Rica (1895-96).	Guatemala (Aug., 1895).
1	Agricultural implements:	Free	Free	20 per ct	Free	Free
2	Mowers and reapers, and parts of.	do	do	do	do	Do.
3	Plows and cultivators, and parts of.	do	do	do	do	Do.
4	All other, and parts of	do	do	do	do	Do.
5	Animals: Cattle	8 per ct	do	do	0.9c. per lb	Do.
6	Breadstuffs: Corn	do	do	7½c. per bu	do	99c. per 100 lb.
7	Wheat	do	do	15c. per bu	do	2.5c. per lb.
8	Wheat flour	do	do	75c. per bbl	1.8c. per lb	3.2 to 12.7c. per lb.
9	Carriages and horse cars, and parts of.	do	do	Various.	10c. per lb	Free.
10	Cars, passenger and freight, for steam railroads.	do	do	30 per ct	do	
11	Clocks and watches: Clocks	do	do	25 per ct	49.5c. per lb	34.2c. per lb.
12	Watches.	do	do	do	Silver, \$1.954; gold, \$3.945 per lb.	\$1 to \$14 each.
13	Coal	do	do	Anthracite, free; bituminous, 60c. per ton.	\$1 per ton	Free.
14	Cotton, and manufactures of:	do	do	Free	0.9c. per lb	1.4c. per lb.
15	Raw (unmanufactured)	do	do	Various	Various	Various.
16	Cloths—Colored	do	do	do	do	Do.
17	Uncolored	do	do	do	do	Do.
18	Wearing apparel	do	do	do	do	Do.
19	All other	do	do	do	do	Do.
20	Earthenware: Earthen and stone ware.	do	do	30 per ct	3.2c. per lb	4.5c. per lb.
21	China	do	do	do	5c. per lb	9.1c. per lb.
22	Glass and glassware: Window glass.	do	do	Various.	0.9c. to 5c per lb	Do.
23	All other	do	do	do	0.9c. to 49.6c. per lb	Various.
24	Iron and steel:	do	do	\$4 per ton	N. p. f.	N. p. f.
25	Pig iron	do	do	25, 32½, and 35 per ct.	5c. per lb	Various.
26	Cutlery	do	do	27½ per ct	0.9c. per lb	0.9c. per lb.
27	Machinery, n. e. s	do	do	do	do	do
28	Nails and spikes—	do	do	do	do	do
29	Cut	do	do	do	do	do
30	Wire, wrought, horseshoe, and other, including tacks.	do	do	do	do	do
31	Plates and sheets of iron	do	do	\$10 per ton	0.9c. per lb	1.4c. per lb.
32	steel	do	do	do	do	Do.
33	Railroad bars or rails of iron	do	do	do	do	Do.
34	steel	do	do	do	do	Do.
35	Saws and tools	do	do	Various.	5c. per lb	Various.
36	Sewing machines, and parts of	do	do	30 per ct	0.9c. per lb	Free.
37	Steam engines, and parts of—	do	do	do	do	do
38	Locomotive engines	do	do	35 per ct	9.1c. per 100 lb	Do.
39	Stationary engines	do	do	27½ per ct	do	0.9c. per lb.

35	Leather, and manufactures of:	do	do	15 per ct	5c. per lb	5.5c. per lb.
36	Buff, grain, splits, etc.	do	do	22½ per ct	do	6.8c. per lb.
37	Patent	do	do	10 per ct	do	5.5c. per lb.
38	Sole	do	do	15 per ct	do	Do.
39	Other leather	do	do	25 per ct	29.6c. per lb	\$1.363 per lb.
40	Boots and shoes	do	do			
41	Musical instruments:					
42	Organs	do	do	25 per ct.; 30 per ct	10c. per lb	90.9c. per lb.
43	Pianofortes	do	do	35 per ct	do	Do.
44	All other, and parts of	do	do	25 per ct	do	45.5c. per lb.
45	Naval stores: Rosin	do	do	Free	0.9c. per lb	Free.
46	Tar	do	do	do	do	Do.
47	Turpentine and pitch	do	do	do	do	Do.
48	Mineral oil: Naphthas	do	do	6c. per gall	5c. per lb	2.2c. per lb.
49	Illuminating	do	do	do	do	Do.
50	Lubricating	do	do	do	do	4.5c. per lb.
51	Cotton-seed oil	do	do	20 per ct	Various	Various.
52	Paints and painters' colors	do	do	Various		
53	Paper, and manufactures of:					
54	Paper hangings	do	do	do	5c. per lb	9.1 to 27.3c. per lb.
55	Writing paper and envelopes	do	do	do	0.9c. per lb	Various.
56	Provisions: Beef, canned	do	do	3c. per lb	3.2c. per lb	11.4c. per lb.
57	Dairy products—Butter	do	do	4c. per lb	1.8c. per lb	6.8c. per lb.
58	Cheese	do	do	3c. per lb	3.2c. per lb	Do.
59	Soap: Toilet or fancy	do	6c. per lb	35 per ct	49.6c. per lb	45.5c. per lb.
60	Other	do	Free	Common, 1c.; castile, 2c. per lb.	4.1c. per lb	6.8c. per lb.
61	Spirits, distilled: Alcohol	do	\$2.63 per proof gall	\$2.25 per Imperial gall	15c. per lb	72.7c. per qt.
62	Brandy	do	do	do	47.7c. per lb	38.6c. per qt.
63	Rum	do	do	do	do	Do.
64	Whisky	do	do	do	do	Do.
65	All other	do	\$2.26 per proof gall	do	do	Do.
66	Sugar, refined	do	Free	1.14c. per lb	5c. per lb	9.1c. per lb.
67	Tobacco, and manufactures of:					
68	Leaf	Prohibited	77 and 85c. per lb	Free for excise purposes	Prohibited	Prohibited.
69	Stems and trimmings	do	do	do	do	Do.
70	Cigars	do	\$1.215 per lb	\$2 per lb. and 25 per ct	99.1c. per lb	\$2.954 per lb.
71	Cigarettes	do	do	do	do	Do.
72	All other	do	\$1.095 per lb	35c. per lb. and 12½ per ct	do	Do.
73	Wood, and manufactures of:					
74	Lumber—Boards, deals, and planks	8 per ct	Free	Free	1.8c. per lb	0.09c. per lb.
75	Joists and scantling	do	do	do	do	Do.
76	Manufactures of—					
77	Doors, sash, and blinds	do	do	25 per ct	5c. per lb	2.3c. per lb.
78	Moldings, trimmings, and other house finishings	do	do	do	do	Do.
79	Hogsheads and barrels, empty	do	do	do	0.9c. per lb	1.4c. per lb.
80	Household furniture	do	do	30 per ct	5c. per lb	6.8 to 18.2c. per lb.
81	Wooden ware	do	do	20 per ct	1.8c. per lb	13.6c. per lb.
82	All other	do	do	25 per ct	5c. per lb	27.3c. per lb.

Tariffs of foreign countries—Continued.

No.	Articles.	Central America—Continued.			Mexico (Apr., 1895).	British West Indies. Bahamas (1895-96).
		Honduras (Mar. 1, 1894).	Nicaragua (1895-96).	Salvador (Sept., 1895).		
1	Agricultural implements:					
2	Mowers and reapers, and parts of.	Free	Free	22.7c. per 100 lb	Free	20 per ct.
3	Plows and cultivators, and parts of.	do	do	do	do	Do.
4	All other, and parts of.	2c. per lb	do	do	do	Do.
5	Animals: Cattle	Free	do	Free	1½c. per lb	24.3c. per head.
6	Breadstuffs: Corn	do	do	45.5c. per 100 lb	90.9c. per 100 lb	6c. per bu.
7	Wheat	do	do	do	\$2.27 per 100 lb	20 per ct.
8	Wheat flour	do	1.2c. per lb	90.9c. per 100 lb	\$4.54 per 100 lb	61c. per bbl. and 10 per ct.
9	Carriages and horse cars, and parts of.	do	10c. per lb	9.9c. per lb	Various	20 per ct.
10	Cars, passenger and freight, for steam railroads.	do	N. p. f.	22.7c. per 100 lb	Free	Do.
11	Clocks and watches: Clocks	24c. per lb	40c. per lb	22.7c. per lb	34.2c. per lb	Do.
12	Watches	\$1.50 per lb	Silver, \$12; gold, \$20	Silver, \$2.27; gold, \$4.54	Silver, \$5; gold, \$14	Do.
13	Coal	Free	Free	Free	Free	Do.
14	Cotton, and manufactures of:					
15	Raw (unmanufactured)	2c. per lb	2c. per lb	0.9c. per lb	3.2c. per lb	Free.
16	Cloths—Colored	Various	Various	Various	Various	20 per ct.
17	Uncolored	do	do	do	do	Do.
18	Wearing apparel	do	do	do	do	Do.
19	All other	do	do	do	do	Do.
20	Earthenware: Earthen and stone ware.	2c. per lb	2c. per lb	3.6c. per lb	6.8c. per lb	Do.
21	China	4c. per lb	4c. per lb	5.5c. per lb	do	Do.
22	Glass and glassware: Window glass.	do	do	2.3c. per lb	do	Do.
23	All other	do	10c. per lb	4.5c. per lb	9.1c. per lb	Do.
24	Iron and steel:					
25	Pig iron	2c. per lb	N. p. f.	N. p. f.	0.5c. per lb	Do.
26	Cutlery	18c. per lb	Various	Various	11.4c. per lb	Do.
27	Machinery, n. e. s	2c. per lb	Free	22.7c. per 100 lb	Free	Do.
28	Nails and spikes—					
29	Cut	do	16c. per lb	4.5c. per lb	4.5c. per lb	73c. per 100 lb.
30	Wire, wrought, horseshoe, and other, including tacks.	do	do	do	do	Do.
31	Plates and sheets of iron	do	4c. per lb	1.8c. per lb	do	20 per ct.
32	steel	do	do	4.5c. per lb	do	Do.
33	Railroad bars or rails of iron.	Free	3c. per lb	22.7c. per 100 lb	Free	Free.
34	steel	do	do	do	do	Do.
35	Saws and tools	4c. per lb	10c. per lb	11.3c. per lb	2.3c. per lb	20 per ct.
36	Sewing machines, and parts of.	2c. per lb	Free	29.7c. per 100 lb	11.4c. per lb	Do.
37	Steam engines, and parts of—					
38	Locomotive engines	Free	do	do	Free	Free.
39	Stationary engines	do	do	do	do	Do.
40	Leather, and manufactures of:					
41	Buff, grain, splits, etc.	12c. per lb	30c. per lb	9.9c. per lb	68.2c. per lb	20 per ct.
42	Patent	do	90c. per lb	13.6c. per lb	do	Do.

37	Sole	2c. per lb.	30c. per lb.	9.9c. per lb.	do	Do.
38	Other leather	12c. per lb.	do	do	do	Do.
39	Boots and shoes	24c. per lb.	60c. per lb.	90.9c. per lb.	Various	Do.
	Musical instruments:					
40	Organs	4c. per lb.	20c. per lb.	9.9c. per lb.	22.7c. per lb.	Do.
41	Pianofortes	do	do	do	do	Do.
42	All other, and parts of	14c. per lb.	do	18.2c. per lb.	do	Do.
43	Naval stores: Rosin	2c. per lb.	4c. per lb.	2.3c. per lb.	4.5c. per lb.	30c. per bbl.
44	Tar	do	do	1.8c. per lb.	do	Do.
45	Turpentine and pitch	do	do	do	do	Do.
46	Mineral oil: Naphthas	do	2c. per lb.	3.6c. per lb.	do	Free.
47	Illuminating	do	do	do	do	8c. per gall.
48	Lubricating	do	do	do	2.3c. per lb.	Do.
49	Cotton-seed oil	do	do	do	4.5c. per lb.	18c. per gall.
50	Paints and painters' colors	2 and 4c. per lb.	Various.	Various.	Various.	20 per ct.
	Paper, and manufactures of:					
51	Paper hangings	12c. per lb.	24c. per lb.	11.6c. per lb.	4.5c. per lb.	Do.
52	Writing paper and envelopes	8c. per lb.	8c. per lb.	9.9c. per lb.	Various.	Do.
53	Provisions: Beef, canned	do	16c. per lb.	do	do	\$1.46 per 100 lb.
54	Dairy products—Butter	4c. per lb.	do	do	9.1c. per lb.	4c. per lb.
55	Cheese	do	do	do	5.5c. per lb.	\$2.43 per 100 lb.
56	Soap: Toilet or fancy	12c. per lb.	20c. per lb.	13.6c. per lb.	45.5c. per lb.	20 per ct.
57	Other	2c. per lb.	4c. per lb.	4.5c. per lb.	9.1c. per lb.	\$1.22 per 100 lb.
58	Spirits, distilled: Alcohol	8c. per lb.	Prohibited.	22.7c. per lb.	31.8c. per lb.	97c. per gall.
59	Brandy	do	24c. per bottle ¹ .	do	18.2c. per lb.	\$2.19 per gall.
60	Rum	do	do	90.9c. per lb.	13.6c. per lb.	73c. to \$1.09 per gall.
61	Whisky	do	do	do	do	85c. per gall.
62	All other	do	do	45.5c. per lb.	do	Do.
63	Sugar, refined	2c. per lb.	8c. per lb.	9.9c. per lb.	6.8c. per lb.	\$3.04 per 100 lb.
	Tobacco, and manufactures of:					
64	Leaf	50c. per lb.	Prohibited.	45.5c. per lb.	11.4c. per lb.	Free.
65	Stems and trimmings	do	do	do	do	Do.
66	Cigars	N. p. f.	\$1.20 per lb.	\$1.363 per lb.	\$3.181 per lb.	\$1.95 and 15 per ct. per M.
67	Cigarettes	80c. per lb.	do	do	90.9c. per lb.	Do.
68	All other	50c. per lb.	80c. per lb.	68.2c. per lb.	45.5c. to \$1.363 per lb.	\$7.30 per 100 lb.
	Wood, and manufactures of:					
69	Lumber—Boards, deals, and planks	Free.	2c. per lb.	Free.	Free.	\$2.43 per M ft.
70	Joists and scantling	do	do	do	do	Do.
	Manufactures of—					
71	Doors, sash, and blinds	do	6c. per lb.	do	18.2c. per lb.	20 per ct.
72	Moldings, trimmings, and other house finishings	do	30c. per lb.	do	do	Do.
73	Hogsheads and barrels, empty	do	2c. per lb.	11.4c. per lb.	Free.	Free.
74	Household furniture	2c. per lb.	10 to 16c. per lb.	9.9c. per lb.	3.6 to 18.2c. per lb.	20 per ct.
75	Wooden ware	do	6c. per lb.	11.4c. per lb.	4.5c. per lb.	Do.
76	All other	do	do	do	18.2c. per lb.	Do.

¹ Special duty.

Tariffs of foreign countries—Continued.

No.	Articles.	British West Indies—Continued.		Danish West Indies, St. Croix (1895-96).	Dutch West Indies, Saba (1895-96). ¹	French West Indies.
		Jamaica (Dec., 1894).	St. Vincent (1895).			Martinique (June, 1895).
1	Agricultural implements:	Free	10 per ct	Free	5 per ct	\$1.318 per 100 lb.
2	Mowers and reapers, and parts of.	do	do	do	do	Do.
3	Plows and cultivators, and parts of.	do	do	do	do	Do.
4	All other, and parts of.	do	Free	5 per ct	40c. each	88c. per 100 lb.
5	Animals: Cattle.	6c. per bu	8c. per bu	do	10c. per 67 lb	\$1.316 per 100 lb.
6	Breadstuffs: Corn.	12c. per bu	do	do	5 per ct	Free.
7	Wheat.	\$1.95 per bbl	97c. per bbl	60c. per 100 lb.	30c. per bbl	35.439 to 65c. per 100 lb.
8	Wheat flour	12½ per ct	10 per ct	5 per ct. (n. e.)	5 per ct	Various.
9	Carriages and horse cars, and parts of.	Free	Free	do	do	Do.
10	Cars, passenger and freight, for steam railroads.	do	10 per ct	N. e.	do	Do.
11	Clocks and watches: Clocks.	do	do	do	do	Silver, 25 to 33c; gold, 62 to 82c. each.
12	Watches.	do	do	Free	do	1.1c. per 100 lb.
13	Coal	do	do	do	do	Free.
14	Cotton, and manufactures of:	do	do	N. e.	do	Various.
15	Raw (unmanufactured)	12½ per ct	do	12½ per ct	do	Do.
16	Cloths—Colored	do	do	do	do	Do.
17	Uncolored	do	do	do	do	Do.
18	Wearing apparel	do	do	do	do	Do.
19	All other	do	do	5 per ct. (n. e.)	do	35 to 70c. per 100 lb.
20	Earthenware: Earthen and stone ware.	do	do	12½ per ct. (n. e.)	do	88c. to \$2.19 per 100 lb.
21	China.	do	do	12½ per ct	do	19.3 to 97c. per M ft.
22	Glass and glassware: Window glass	do	do	do	do	Various.
23	All other	do	do	do	do	13.2c. per 100 lb.
24	Iron and steel:	do	do	5 per ct	do	Various.
25	Pig iron	do	do	12½ per ct	do	Do.
26	Cutlery	do	Free	Free	do	79c. per 100 lb.
27	Machinery, n. e. s	Free	10 per ct	5 per ct	0.2c. per lb	\$1.755 per 100 lb.
28	Nails and spikes—	12½ per ct	do	do	do	Various.
29	Cut	do	do	do	do	Do.
30	Wire, wrought, horseshoe, and other, including tacks.	do	do	do	do	Do.
31	Plates and sheets of iron	do	do	do	5 per ct	Do.
32	steel	do	do	do	do	52.7c. per 100 lb.
33	Railroad bars or rails of iron	Free	Free	do	do	Do.
34	Saws and tools	12½ per ct	10 per ct	do	do	Various.
35	Sewing machines, and parts of—	Free	Free	12½ per ct	do	\$3.07 per 100 lb.
36	Steam engines, and parts of—	do	do	Free	do	\$1.05 per 100 lb.
37	Locomotive engines	do	do	do	do	52.7c. per 100 lb.
38	Stationary engines	do	do	do	do	Do.
39	Leather, and manufactures of:	do	do	do	do	\$1.318 to \$7.895 100 lb.
40	Buff, grain, splits, etc	12½ per ct	10 per ct	5 per ct	do	

36	Patent	do	do	do	do	do	Do.
37	Sole	do	do	do	do	do	Do.
38	Other leather	do	do	do	do	do	Do.
39	Boots and shoes	do	do	do	do	do	Various.
40	Musical instruments:						
41	Organs	do	do	do	do	do	\$2.50 to \$62.73 each.
42	Pianofortes	do	do	do	do	do	Upright, \$9.65; Grand, \$14.48 each.
43	All other, and parts of	do	do	do	do	do	Various.
44	Naval stores: Rosin	Free.	do	do	do	do	87.7c. per 100 lb.
45	Tar	do	do	do	do	do	35c. per 100 lb.
46	Turpentine and pitch	do	do	do	do	do	87.7c. per 100 lb.
47	Mineral oil: Naphthas	12.5c. per gall	do	do	do	do	Free.
48	Illuminating	do	do	do	do	do	Do.
49	Lubricating	do	do	do	do	do	Do.
50	Cotton-seed oil	Free	do	do	do	do	52.7c. per 100 lb.
51	Paints and painters' colors	12½ per ct.	do	do	do	do	Various.
52	Paper, and manufactures of:						
53	Paper hangings	Free	do	do	do	do	87.7c. per 100 lb.
54	Writing paper and envelopes	do	do	do	do	do	Various.
55	Provisions: Beef, canned	do	do	do	do	do	65.7c. per 100 lb.
56	Dairy products—Butter	2c. per lb	do	do	do	do	\$1.136 per 100 lb.
57	Cheese	do	do	do	do	do	\$2.195 per 100 lb.
58	Soap: Toilet and fancy	12½ per ct.	do	do	do	do	69.5c. per 100 lb.
59	Other	\$1.34 per 100 lb	do	do	do	do	52.7c. per 100 lb.
60	Spirits, distilled: Alcohol	\$3.04 per gall	do	do	do	do	51.2c. per gall.
61	Brandy	do	do	do	do	do	Do.
62	Rum	do	do	do	do	do	Do.
63	Whisky	do	do	do	do	do	Do.
64	All other	do	do	do	do	do	Do.
65	Sugar, refined	Free	do	do	do	do	Prohibited.
66	Tobacco, and manufactures of:						
67	Leaf	18c. per lb.	do	do	do	do	\$4.386 per 100 lb.
68	Stems and trimmings	do	do	do	do	do	Do.
69	Cigars	\$1.22 per lb	do	do	do	do	\$21.91 per 100 lb.
70	Cigarettes	do	do	do	do	do	Do.
71	All other	24c. per lb.	do	do	do	do	\$13.16 per 100 lb.
72	Wood, and manufactures of:						
73	Lumber—Boards, deals, and planks	\$2.19 per M ft.	do	do	do	do	2.6c. per 100 lb.
74	Joists and scantling	do	do	do	do	do	Do.
75	Manufactures of—						
76	Doors, sash, and blinds	12 per ct.	do	do	do	do	\$1.318 to \$2.195 per 100 lb.
77	Moldings, trimmings, and other house finishings	12½ per ct.	do	do	do	do	\$1.318 to \$4.39 per 100 lb.
78	Hogsheads and barrels, empty	Free	do	do	do	do	Free.
79	Household furniture	12½ per ct.	do	do	do	do	Various.
80	Wooden ware	do	do	do	do	do	Do.
81	All other	do	do	do	do	do	Do.

¹Dutch West Indies: Aruba impose a duty of 4 per cent ad valorem; Buen Ayre, 10 per cent; Curaçao, 1½ per cent, except cotton, ½ per cent; St. Eustache, 7 per cent; and St. Martin, 8 per cent.

Tariffs of foreign countries—Continued.

No.	Articles.	French West Indies—	Haiti (1894-95).	Santo Domingo (July 1, 1892).	Cuba (Feb., 1895).	Puerto Rico (Feb., 1895).
		Continued.				
		Guadaloupe (1895-96).				
1	Agricultural implements:					
2	Mowers and reapers, and parts of.	\$1.318 per 100 lb.	Free.	Free.	\$1.023 per 100 lb.	50c. per 100 lb.
3	Plows and cultivators, and parts of.	do	do	do	do	Do.
4	All other, and parts of.	do	do	do	do	Do.
5	Animals: Cattle.	\$1.93 per head.	do	do	\$8 each.	\$6 each.
6	Breadstuffs: Corn.	Free.	\$1 per bbl.	60 per ct.	\$1.432 per 100 lb.	\$1.432 per 100 lb.
7	Wheat.	do	do	do	do	Do.
8	Wheat flour.	do	\$2 per bbl.	do	\$1.818 per 100 lb.	\$1.818 per 100 lb.
9	Carriages and horse cars, and parts of.	Various	\$10 each	do	Various	Various.
10	Cars, passenger and freight, for steam	do	N. p. f.	N. p. f.	do	Do.
11	railroads.					
12	Clocks and Watches: Clocks.	do	Various	60 per ct.	75c. each.	75c. each.
13	Watches.	Silver, 25 to 33c.; gold,	Silver, 75c.; gold, \$1.50.	5 per ct.	12 per ct.	12 per ct.
14		62 to 82c. each.				
15	Coal.	Free.	20c. per bbl.	60 per ct.	66c. per ton	33c. per ton.
16	Cotton, and manufactures of:					
17	Raw (unmanufactured)	do	Prohibited.	do	\$1.418 per 100 lb.	\$1.408 per 100 lb.
18	Cloths—Colored.	Various	Various	Various	Various.	Various.
19	Uncolored.	do	do	do	do	Do.
20	Wearing apparel.	do	do	do	do	Do.
21	All other.	do	do	do	do	Do.
22	Earthenware: Earthen and stone ware.	35 to 70c. per 100 lb.	12c. per doz. pieces.	do	\$3.636 per 100 lb.	\$1.818 per 100 lb.
23	China.	88c. to \$2.19 per 100 lb.	3c. per piece.	do	\$5.80 per 100 lb.	\$3.03 per 100 lb.
24	Glass and glassware: Window glass.	19.3 to 97c. per M ft.	1c. sq. ft.	do	\$2.78 per 100 lb.	\$1.39 per 100 lb.
25	All other.	Various.	Various.	do	Various.	Various.
26	Iron and steel:					
27	Pig iron.	13.2c. per 100 lb.	50c. per 100 lb.	60 per ct.	22.7c. per 100 lb.	20.5c. per 100 lb.
28	Cutlery.	Various.	Various.	Various.	63.6c. per lb.	36.4c. per lb.
29	Machinery, n. e. s.	do	do	60 per ct.	\$3.909 per 100 lb.	\$2.318 per 100 lb.
30	Nails and spikes—					
31	Cut.	79c. per 100 lb.	75c. per 100 lb.	do	\$1.455 per 100 lb.	\$1.136 per 100 lb.
32	Wire, wrought, horseshoe, and	\$1.755 per 100 lb.	do	do	do	\$1.455 per 100 lb.
33	other, including tacks.					
34	Plates and sheets of iron.	Various.	50c. per 100 lb.	do	\$1.18 per 100 lb.	61.4c. per 100 lb.
35	steel.	do	\$2.50 per 100 lb.	do	do	Do.
36	Railroad bars or rails of iron.	52.7c. per 100 lb.	N. p. f.	do	80c. per 100 lb.	45.5c. per 100 lb.
37	steel.	do	do	do	do	Do.
38	Saws and tools.	Various.	Various.	Various.	\$9.09 per 100 lb.	\$4.59 per 100 lb.
39	Sewing machines, and parts of.	\$3.07 per 100 lb.	Free.	40 per cent.	\$1.818 per 100 lb.	\$1.818 per 100 lb.
40	Steam engines, and parts of—					
41	Locomotive engines.	\$1.05 per 100 lb.	N. p. f.	N. p. f.	\$2.726 per 100 lb.	\$1.363 per 100 lb.
42	Stationary engines.	52.7c. per 100 lb.	do	do	do	Do.

35	Leather, and manufactures of:	\$1.318 to \$7.895 per 100 lb	60 per ct	40.9c. per lb	20.5c. per lb.
36	Buff, grain, splits, etc	do	do	69.5c. per lb	36.4c. per lb.
37	Patent	do	do	40.9c. per lb	20.5c. per lb.
38	Sole	do	do	24.5c. per lb	13.6c. per lb.
39	Other leather	do	do	Various	Various.
40	Boots and shoes.	Various	do	do	do
41	Musical instruments:				
42	Organs	\$2.50 to \$62.73 each	20 per ct	\$23.18 per 100 lb	\$23.18 per 100 lb.
43	Pianofortes	Upright, \$9.65; Grand, \$10.48 each.	Upright, \$8; Grand, \$10 each.	Upright, \$72; Grand, \$120 each.	Upright, \$72; Grand, \$120 each.
44	All other and parts of:	Various	Various	31.8c. per lb	31.8c. per lb.
45	Naval stores: Rosin	87.7c. per 100 lb	50c. per bbl.	13.6c. per 100 lb	6.8c. per 100 lb.
46	Tar	35c. per 100 lb	75c. per bbl.	do	do.
47	Turpentine and pitch	87.7c. per 100 lb	50c. per bbl.	do	do.
48	Mineral oils: Naphthas	Free	20c. per gall	50c. per 100 lb	25c. per 100 lb.
49	Illuminating	do	do	\$2.363 per 100 lb	\$1.408 per 100 lb.
50	Lubricating	do	do	do	do.
51	Cotton-seed oil	52.7c. per 100 lb	N. p. f.	\$4.545 per 100 lb	\$4.409 per 100 lb.
52	Paints and painters' colors	Various	1.5c. per lb	Various	Various.
53	Paper, and manufactures of:				
54	Paper hangings	87.7c. per 100 lb	3 to 25c. per roll	\$3.636 to \$5.454 per 100 lb	\$3.636 to \$5.454 per 100 lb.
55	Writing paper and envelopes	Various	Various	Various	Various.
56	Provisions: Beef, canned	Free	N. e.	N. e.	N. e.
57	Dairy products—Butter	\$1.136 per 100 lb	\$2 per 100 lb	\$5.454 per 100 lb	\$3.067 per 100 lb.
58	Cheese	\$2.195 per 100 lb	4c. per lb	9.1c. per lb	6.8c. per lb.
59	Soap: Toilet or fancy	69.5c. per 100 lb	1c. per lb	6.8c. per lb	do.
60	Other	52.7c. per 100 lb	do	\$1.363 per 100 lb	\$1.363 per 100 lb.
61	Spirits, distilled: Alcohol	51.2c. per gall	50c. per gall	94.7c. per gall	94.7c. per gall.
62	Brandy	do	do	do	do.
63	Rum	do	do	do	do.
64	Whisky	do	do	do	do.
65	All other	do	do	Prohibited	Prohibited.
66	Sugar, refined	\$6.314 per 100 lb	3c. per lb	do	do.
67	Tobacco, and manufactures of:				
68	Leaf	\$15.79 per 100 lb	8c. per lb	Prohibited	do.
69	Stems and trimmings	do	do	do	do.
70	Cigars	\$1.05 per lb	\$1 per 100	do	do.
71	Cigarettes	do	40 per ct	do	do.
72	All other	52.6c. per 100 lb	8c. per lb	do	do.
73	Wood, and manufactures of:				
74	Lumber—Boards, deals, and planks	Free	\$1.75 per M ft	\$1 per M ft	\$1 per M ft.
75	Joists and scantling	do	do	do	do.
76	Manufactures of—				
77	Doors, sash, and blinds	\$1.318 to \$2.195 per 100 lb	20 per ct	\$4.318 per 100 lb	\$4.318 per 100 lb.
78	Moldings, trimmings, other and house finishings	\$1.318 to \$4.39 per 100 lb	do	do	do.
79	Hogsheads and barrels, empty	Free	10 and 25c. each	45.5c. per 100 lb	45.5c. per 100 lb.
80	Household furniture	Various	Various	13.64c. per 100 lb	10.45c. per 100 lb.
81	Wooden ware	do	do	1.455c. per 100 lb	1.455c. per 100 lb.
82	All other	do	do	do	do.

Tariffs of foreign countries—Continued.

No.	Articles.	Argentina (Jan., 1895).	Brazil (Jan., 1895.)	Chile (1884).	Colombia (Oct., 1895).	Ecuador (1894).
1	Agricultural implements:					
2	Mowers and reapers, and parts of.	5 per ct.	Free.	15 per ct.	\$1.14 per 100 lb.	45.5c. per 100 lb.
3	Plows and cultivators, and parts of.	do.	do.	do.	do.	Do.
4	All other, and parts of.	do.	do.	do.	do.	Do.
5	Animals: Cattle.	Free.	15 per ct.	Free.	Free.	Free.
6	Breadstuffs: Corn.	do.	20 per ct.	do.	45.5c. per 100 lb.	91c. per 100 lb.
7	Wheat.	do.	Free.	do.	N. p. f.	Do.
8	Wheat flour.	do.	15 per ct.	do.	\$2.27 per 100 lb.	\$2.27 per 100 lb.
9	Carriages and horse cars, and parts of.	50 per ct.	48 and 60 per ct.	35 per ct.	do.	Do.
10	Cars, passenger and freight, for steam railroads.	do.	20 per ct.	15 per ct.	Free.	Free.
11	Clocks and watches: Clocks.	25 per ct.	48 per ct.	35 per ct.	45.5c. per lb. (n. e.)	11.3c. per lb.
12	Watches.	5 per ct.	10 per ct.	15 per ct.	do.	Do.
13	Coal.	Free.	Free.	Free.	45.5c. per 100 lb.	Free.
14	Cotton, and manufactures of:					
15	Raw (unmanufactured).	2½ per ct.	48 per ct.	do.	N. e.	2.3c. per lb.
16	Cloths—Colored.	20 per ct.	48 to 60 per ct.	15 to 35 per ct.	Various.	11.3c. per lb.
17	Uncolored.	do.	do.	do.	do.	Do.
18	Wearing apparel.	50 per ct.	do.	25 and 35 per ct.	do.	Do.
19	All other.	20 per ct.	do.	15 to 35 per ct.	do.	Do.
20	Earthenware: Earthen and stone ware.	25 per ct.	48 per ct.	25 per ct.	4.5c. per lb.	0.9c. per lb.
21	China.	do.	60 per ct.	35 per ct.	9c. per lb.	2.3c. per lb.
22	Glass and glassware: Window glass.	do.	48 per ct.	15 to 35 per ct.	2.3c. per lb.	Do.
23	All other.	do.	48 and 60 per ct.	do.	Various.	Do.
24	Iron and steel:					
25	Pig iron.	5 per ct.	10 per ct.	Free.	45.5c. per 100 lb.	0.9c. per lb.
26	Cutlery.	25 per ct.	48 per ct.	25 and 35 per ct.	18.1c. per lb.	22.7c. per lb.
27	Machinery, n. e. s.	10 per ct.	15 to 48 per ct.	15 per ct.	Various.	Various.
28	Nails and spikes—					
29	Cut.	25 per ct.	48 per ct.	25 per ct.	2.3c. per lb.	0.9c. per lb.
30	Wire, wrought, horse shoe, and other, including tacks.	do.	do.	do.	do.	Do.
31	Plates and sheets of iron.	5 per ct.	20 per ct.	Free.	\$1.136 per 100 lb.	Do.
32	Railroad bars or rails of iron.	do.	do.	do.	do.	4.5c. per lb.
33	steel.	10 per ct.	Free.	15 per ct.	Free.	Free.
34	Saws and tools.	25 per ct.	do.	do.	do.	Do.
35	Sewing machines, and parts of.	5 per ct.	15 per ct.	15 to 25 per ct.	9.1c. per lb.	4.5c. per lb.
36	Steam engines, and parts of—				2.3c. per lb.	0.4c. per lb.
37	Locomotive engines.	Free.	Free.	do.	45.5c. per 100 lb.	Free.
38	Stationary engines.	do.	do.	do.	do.	0.4c. per lb.
39	Leather, and manufactures of:					
40	Buff, grain, splits, etc.	40 per ct.	30 per ct.	25 per ct.	9.1c. per lb.	22.7c. per lb.
41	Patent.	do.	do.	do.	13.6c. per lb.	11.4c. per lb.
42	Sole.	do.	do.	do.	9.1c. per lb.	Do.

38	Other leather.....	do.....	do.....	do.....	do.....	Do.
39	Boots and shoes.....	50 per ct.....	60 per ct.....	35 per ct.....	45.5c. per lb.....	Do.
40	Musical instruments:					
41	Organs.....	25 per ct.....	48 per ct.....	do.....	9.1c. per lb.....	2.3c. per lb.
	Pianofortes.....	do.....	do.....	do.....	4.5c. per lb.....	4.5c. per lb.
42	All other, and parts of.....	do.....	do.....	do.....	36.3c. per lb.....	Do.
43	Naval stores: Rosin.....	5 per ct.....	15 per ct.....	Free.....	2.3c. per lb.....	0.9c. per lb.
44	Tar.....	do.....	do.....	do.....	0.4c. per lb.....	Do.
45	Turpentine and pitch.....	do.....	do.....	do.....	2.3c. per lb.....	Do.
46	Mineral oil: Naphthas.....	Free.....	48 per ct.....	25 per ct.....	4.5c. per lb.....	2.3c. per lb.
47	Illuminating.....	25 per ct.....	do.....	do.....	do.....	Do.
48	Lubricating.....	do.....	do.....	do.....	do.....	Do.
49	Cotton-seed oil.....	4.5c. per lb.....	do.....	do.....	N. e.....	N. e.
50	Paints and painters' colors.....	25 per ct.....	Various.....	do.....	9.1c. per lb.....	4.5c. per lb.
	Paper, and manufactures of:					
51	Paper hangings.....	do.....	48 per ct.....	35 per ct.....	do.....	Do.
52	Writing paper and envelopes.....	1.4c. per lb.....	do.....	25 per ct.....	do.....	Do.
53	Provisions: Beef, canned.....	9.1c. per lb.....	20 per ct.....	do.....	do.....	11.4c. per lb.
54	Dairy products—Butter.....	4.5c. per lb.....	48 per ct.....	35 per ct.....	N. p. f.....	4.5c. per lb.
55	Cheese.....	do.....	do.....	do.....	do.....	Do.
56	Soap: Toilet or fancy.....	25 per ct.....	do.....	do.....	9.1c. per lb.....	11.4c. per lb.
57	Other.....	do.....	do.....	do.....	2.3c. per lb.....	2.3c. per lb.
58	Spirits, distilled: Alcohol.....	25c. per qt.....	60 per ct.....	50c. per qt.....	54.5c. per lb.....	11.4c. per lb.
59	Brandy.....	13c. per qt.....	do.....	42c. per qt.....	do.....	Do.
60	Rum.....	25c. per qt.....	do.....	do.....	do.....	Do.
61	Whisky.....	30c. per qt.....	do.....	do.....	do.....	Do.
62	All other.....	25c. per qt.....	do.....	do.....	do.....	Do.
63	Sugar, refined.....	4.1c. per lb.....	48 per ct.....	35 per ct.....	2.3c. per lb.....	2.3c. per lb.
	Tobacco, and manufactures of:					
64	Leaf.....	13.6 to 45.5c. per lb.....	50 per ct.....	62c. per lb.....	90.9c. per lb.....	45.5c. per lb.
65	Stems and trimmings.....	11.4c. per lb.....	do.....	do.....	do.....	Do.
66	Cigars.....	34.4c. to \$1.363 per lb.....	do.....	\$1.24 per lb.....	\$1.818 per lb.....	90.9c. per lb.
67	Cigarettes.....	\$1.363 per lb.....	do.....	62c. per lb.....	\$1.363 per lb.....	Do.
68	All other.....	27.2c. per lb.....	do.....	\$1.24 per lb.....	90.9c. per lb.....	Do.
	Wood, and manufactures of:					
69	Lumber—Boards, deals, and planks.....	15 per ct.....	30 per ct.....	25 per ct.....	Free.....	22.7c. per 100 lb.
70	Joists and scantling.....	do.....	do.....	do.....	do.....	Do.
	Manufactures of—					
71	Doors, sash, and blinds.....	25 per ct.....	do.....	35 per ct.....	2.3c. per lb.....	Do.
72	Moldings, trimmings, and other house finishings.....	do.....	48 per ct.....	25 per ct.....	13.6c. per lb.....	Do.
73	Hogsheads and barrels, empty.....	Free.....	do.....	do.....	1.2c. per lb.....	2.3c. per lb.
74	Household furniture.....	50 per ct.....	48 to 60 per ct.....	35 per ct.....	2.3c. per lb.....	4.5c. per lb.
75	Wooden ware.....	25 per ct.....	48 per ct.....	25 per ct.....	do.....	2.3c. per lb.
76	All other.....	do.....	do.....	do.....	13.6 to 18.2c. per lb.....	Do.

Tariffs of foreign countries—Continued.

No.	Articles.	British Guiana (Mar., 1895).	Dutch Guiana (Dec., 1894).	French Guiana (July, 1895).	Paraguay (1896).	Peru (Aug. 1, 1895).
1	Agricultural implements:					
2	Mowers and reapers and parts of.	8 per ct.	Free.	\$1.318 per 100 lb.	Free.	Free.
3	Plows and cultivators and parts of.	do.	do.	do.	do.	Do.
4	All other, and parts of.	do.	do.	do.	do.	Do.
5	Animals: Cattle.	\$5 per head.	do.	Free.	do.	10 per ct.
6	Breadstuffs: Corn.	10c. per bu.	54½c. per 100 lb.	do.	50 per ct.	Do.
7	Wheat.	5c. per bu.	do.	do.	Free.	45c. per 100 lb.
8	Wheat flour.	\$1 per bbl.	45.5c. per 100 lb.	do.	8 per ct.	1.6c. per lb.
9	Carriages and horse cars, and parts of.	8 per ct.	10 per ct.	Various.	25 per ct.	45 per ct.
10	Cars, passenger and freight, for steam railroads.	Free.	Free.	52.7 to \$2.195 per 100 lb.	Free.	Free.
11	Clocks and watches: Clocks.	8 per ct.	10 per ct.	Various.	25 per ct.	40 per ct.
12	Watches.	do.	do.	Silver, 25-33; gold, 62-82c.	do.	10 per ct.
13	Coal.	32c. per hhd.	Free.	1.1c. per 100 lb.	Free.	Free.
14	Cotton, and manufactures of:					
15	Raw (unmanufactured).	8 per ct.	10 per ct.	Free.	25 per ct.	40 per ct.
16	Cloths—Colored.	do.	do.	Various.	20 per ct.	Do.
17	Uncolored.	do.	do.	do.	do.	Do.
18	Wearing apparel.	do.	do.	do.	40 per ct.	Do.
19	All other.	do.	do.	do.	20 per ct.	Do.
20	Earthenware: Earthen and stone ware.	do.	do.	35 to 70c. per 100 lb.	25 per ct.	Do.
21	China.	do.	do.	87.7c. to \$2.195 per 100 lb.	do.	Do.
22	Glass and glassware: Window glass.	do.	do.	8.8 to 45c. per 100 lb.	do.	Do.
23	All other.	do.	do.	Various.	do.	Do.
24	Iron and steel:					
25	Pig iron.	do.	Free.	Free.	Free.	Free.
26	Cutlery.	do.	10 per ct.	Various.	25 per ct.	40 per ct.
27	Machinery, n. e. s.	Free.	Free.	Free.	Free.	Do.
28	Nails and spikes—					
29	Cut.	8 per ct.	36.3c. per 100 lb.	78.7c. per 100 lb.	25 per ct.	Do.
30	Wire, wrought, horseshoe, and other, including tacks.	do.	do.	\$1.757 per 100 lb.	do.	Do.
31	Plates and sheets of iron.	do.	Free.	Various.	Free.	10 per ct.
32	steel.	do.	do.	do.	do.	Do.
33	Railroad bars or rails of iron.	Free.	do.	52.7c. per 100 lb.	do.	Free.
34	Saws and tools.	do.	do.	do.	do.	Do.
35	Sewing machines, and parts of.	8 per ct.	10 per ct.	Various.	25 per ct.	10 per ct.
36	Steam engines, and parts of—	Free.	Free.	\$3.068 per 100 lb.	Free.	Free.
37	Locomotive engines.	do.	do.	\$1.05 per 100 lb.	do.	Do.
38	Stationary engines.	do.	do.	52.7c. per 100 lb.	do.	Do.
39	Leather, and manufactures of:					
40	Buff, grain, splits, etc.	8 per ct.	0.9c. per lb.	\$1.318 to \$7.895 per 100 lb.	25 per ct.	40 per ct.
41	Patent.	do.	do.	do.	do.	Do.
42	Sole.	do.	do.	do.	do.	Do.

38	Other leather.....	do	do	do	do	do
39	Boots and shoes.....	do	do	do	do	do
40	Musical instruments:					
41	Organs.....	do	do	do	do	do
42	Pianofortes.....	do	do	do	do	do
43	All other, and parts of	do	do	do	do	do
44	Naval stores: Rosin.	50c. per bbl	do	Free	do	do
45	Tar.....	do	do	do	do	do
46	Turpentine and pitch.	do	do	do	do	do
47	Mineral oil: Naphthas.	25c. per gall	do	0.9c. per lb	do	do
48	Illuminating.....	do	do	do	do	do
49	Lubricating.....	do	do	do	do	do
50	Cotton-seed oil.....	do	do	0.5c. per qt	do	do
51	Paints and painters' colors.	25c. per cwt	do	10 per ct	do	do
52	Paper, and manufactures of:					
53	Paper hangings.....	8 per ct	do	do	do	do
54	Writing paper and envelopes.	do	do	do	do	do
55	Provisions: Beef, canned.	2c. per lb	do	do	do	do
56	Dairy products—Butter.	do	do	1.8c. per lb	do	do
57	Cheese.....	do	do	0.9c. per lb	do	do
58	Soap: Toilet or fancy.....	do	do	2.7c. per lb	do	do
59	Other.....	0.5c. per lb	do	0.9c. per lb	do	do
60	Spirits, distilled: Alcohol.	\$2.50 per gall	do	\$1.136 per gall	do	do
61	Brandy.....	do	do	do	do	do
62	Rum.....	do	do	do	do	do
63	Whisky.....	do	do	do	do	do
64	All other.....	do	do	do	do	do
65	Sugar, refined.....	3c. per lb	do	1.8c. per lb	do	do
66	Tobacco, and manufactures of:					
67	Leaf.....	30c. per lb	do	10.9c. per lb	do	do
68	Stems and trimmings.	do	do	do	do	do
69	Cigars.....	\$1.20 per lb	do	36.3c. per lb	do	do
70	Cigarettes.....	do	do	do	do	do
71	All other.....	45c. per lb	do	18.2c. per lb	do	do
72	Wood, and manufactures of:					
73	Lumber—Boards, deals, and planks	\$2 per M. ft	do	30c. per M ft	do	do
74	Joists and scantling.....	do	do	do	do	do
75	Manufactures of—					
76	Doors, sash, and blinds.....	8 per ct	do	10 per ct	do	do
77	Moldings, trimmings, and other	do	do	do	do	do
78	house finishings.	do	do	Free	do	do
79	Hogsheads and barrels, empty.	do	do	10 per ct	do	do
80	Household furniture.....	do	do	do	do	do
81	Wooden ware.....	do	do	do	do	do
82	All other.....	do	do	do	do	do

Tariffs of foreign countries—Continued.

No.	Articles.	Uruguay (1894).	Venezuela (Oct., 1895).	China (1895).	Japan (May, 1895).
1	Agricultural implements:	Free	Free	5 per ct	5 per ct.
2	Mowers and reapers, and parts of.	do	do	do	Do.
3	Plows and cultivators, and parts of.	do	do	do	Do.
4	All other, and parts of.	do	do	do	Free.
5	Animals: Cattle	do	do	do	Do.
6	Breadstuffs: Corn	36.3c. per 100 lb	86.3c. per 100 lb	Free	Do.
7	Wheat	61.4c. per 100 lb	do	do	Do.
8	Wheat flour	\$1.27c. per 100 lb	2.18c. per 100 lb	do	Do.
9	Carriages and horse cars, and parts of	48 per ct.	86.3c. per 100 lb	do	5 per ct.
10	Cars, passenger and freight, for steam railroads	31 per ct.	Free	5 per ct.	Do.
11	Clocks and watches: Clocks	do	21.8c. per lb	do	Do.
12	Watches	8 per ct.	87.7c. per lb	do	Do.
13	Coal	6 per ct.	Free	6c. per ton	Free.
14	Cotton, and manufactures of:	N. e.	Prohibited	31.5c. per 100 lb	33.9c. per 100 lb.
15	Raw (unmanufactured)	Various	Various	Various	5 per ct.
16	Cloths—Colored	do	do	do	Do.
17	Uncolored	do	do	do	Free.
18	Wearing apparel	31 per ct.	21.8c. per lb	Free	5 per ct.
19	All other	do	Various	Various	Do.
20	Earthenware: Earthen and stone ware	do	2.2c. per lb	4.5c. per 100 lb	Do.
21	China	do	6.6c. per lb	Free	Do.
22	Glass and glassware: Window glass	do	4.2c. per lb	18c. per 100 sq. ft.	Do.
23	All other	do	4.2 to 21.8c. per lb	Free	Do.
24	Iron and steel:	do	N. e.	6.75c. per 100 lb	4.1c. per 100 lb.
25	Pig iron	do	Various	Free	5 per ct.
26	Cutlery	do	Free	5 per ct.	Do.
27	Machinery, n. e. s	do	do	do	8.1c. per 100 lb.
28	Nails and spikes—	do	19.3c. per 100 lb	do	Do.
29	Cut	do	do	do	Do.
30	Wire, wrought, horseshoe, and other, including tacks.	do	do	11.3c. per 100 lb	16.3c. per 100 lb.
31	Plates and sheets of iron.	45c. per 100 lb	do	22.6c. per 100 lb	8.1c. per 100 lb.
32	steel	31 per ct.	21.9c. per 100 lb	11.3c. per 100 lb	16.3c. per 100 lb.
33	Railroad bars or rails of iron	do	Free	22.6c. per 100 lb	5 per ct.
34	steel	do	do	do	Do.
35	Saws and tools.	do	2.2c. per lb	5 per ct.	Do.
36	Sewing machines, and parts of	do	do	do	Do.
37	Steam engines, and parts of—	Free	do	do	Do.
38	Locomotive engines	31 per ct.	Free	do	Do.
39	Stationary engines	do	do	do	Do.
40	Leather, and manufactures of:	44 per ct.	21.9c. per lb	37.6c. per 100 lb	54c. per 100 lb.
41	Buff, grain, splits, etc.	do	do	do	Do.
42	Patent	do	6.6c. per lb	do	Do.
43	Sole	do	21.9c. per lb	do	Do.
44	Other leather	do	\$1.755 per lb	\$3.60 per 100 pairs	5 per ct.
45	Boots and shoes	48 per ct.			

Musical instruments:					
40	Organs	31 per ct	6.6c. per lb.	Free	Do.
41	Pianofortes	do	54c. per 100 lb.	do	Do.
42	All other, and parts of	do	13.2c. per lb.	5 per ct	Do.
43	Naval stores: Rosm	20 per ct	54c. per 100 lb.	Free	Do.
44	Tar	do	do	do	Free.
45	Turpentine and pitch	do	do	do	Do.
46	Mineral oil: Naphthas	2.1c. per lb.	2.1c. per lb.	do	5 per ct.
47	Illuminating	do	do	do	Do.
48	Lubricating	do	do	do	Do.
49	Cotton-seed oil	31 per ct	N. e	27c. per 100 lb.	Do.
50	Paints and painters' colors	do	0.8c. per lb.	Various	Do.
	Paper, and manufactures of:				
51	Paper hangings	do	6.6c. per lb.	Free	Do.
52	Writing paper and envelopes	45.4c. per lb.	2.1c. per lb.	do	Do.
53	Provisions: Beef, canned	13.6c. per lb.	6.6c. per lb.	do	Do.
54	Dairy products—Butter.	16c. per lb.	2.2c. per lb.	do	Do.
55	Cheese.	17.2c. per lb.	6.6c. per lb.	do	Do.
56	Soap: Toilet or fancy.	51 per ct	10.9c. per lb.	do	Do.
57	Other	3.6c. per lb.	do	do	13.5c. per 100 lb.
58	Spirits, distilled: Alcohol	29.2c. per qt	21.9c. per lb.	do	5 per ct.
59	Brandy	do	do	do	Do.
60	Rum	do	do	do	Do.
61	Whisky	do	do	do	Do.
62	All other	do	do	do	Do.
63	Sugar, refined.	2.7c. per lb	Prohibited.	18c. per 100 lb.	20.3c. per 100 lb.
	Tobacco, and manufactures of:				
64	Leaf	22.7c. per lb.	43.8c. per lb.	Free	48.7c. per 100 lb.
65	Stems and trimmings	do	do	do	Do.
66	Cigars	\$1.36 to \$2.72 per lb	87.7c. per lb.	do	Do.
67	Cigarettes	\$2.72 per lb	do	do	Do.
68	All other	22.7c. per lb.	do	do	Do.
	Wood, and manufactures of:				
69	Lumber—Boards, deals, and planks.	31 per ct	86c. per 100 lb.	5 per ct.	5 per ct.
70	Joists and scantling	do	do	do	Do.
	Manufactures of:				
71	Doors, sash, and blinds	do	6.6c. per lb.	\$1.04 per 100 lb.	Do.
72	Moldings, trimmings, and other house finishings.	do	10.9c. per lb.	do	Do.
73	Hogsheads and barrels, empty	do	2.2c. per lb.	do	Do.
74	Household furniture	48 per ct	0.9 to 10.9c. per lb.	Free	Do.
75	Wooden ware	31 per ct	6.6c. per lb.	\$1.04 per 100 lb.	Do.
76	All other	do	do	do	Do.

Tariffs of foreign countries—Continued.

No.	Articles.	British Australasia.				Tasmania (Aug., 1894).
		New South Wales (Mar., 1892).	Victoria (Mar., 1893).	South Australia (1895).	Western Australia (Oct., 1893).	
1	Agricultural implements:	10 per ct.	Free	Free	5 per ct.	5 per ct.
2	Mowers and reapers, and parts of.	do	20 per ct.	15 per ct.	do	Do.
3	Plows and cultivators, and parts of.	do	do	do	do	Do.
4	All other, and parts of.	Free	\$7.30 per head.	\$4.86 per head.	N.e.	\$9.73 each.
5	Animals: Cattle.	20c. per 100 lb.	71c. per cwt.	24c. per 100 lb.	12c. per bu.	36.5c. per 100 lb.
6	Breadstuffs: Corn.	do	do	49c. per 100 lb.	do	Do.
7	Wheat.	24c. per 100 lb.	\$1.22 per cwt.	do	\$7.30 per ton.	49c. per 100 lb.
8	Wheat flour.	15 per ct.	\$48 to \$250 each.	\$48 to \$250 each.	20 per ct.	\$29 to \$58 each.
9	Carriages and horse cars, and parts of.	10 per ct.	25 per ct.	25 per ct.	Free	10 per ct.
10	Cars, passenger and freight, for steam railroads.	15 per ct.	20 per ct.	15 per ct.	10 per ct.	20 per ct.
11	Clocks and watches: Clocks.	do	do	do	do	Do.
12	Watches.	10 per ct.	Free	Free	Free	73 and 97c. per ton. <i>a</i>
13	Coal.	Free	do	do	do	Free.
14	Cotton, and manufactures of:	do	N.e.	do	10 per ct.	20 per ct.
15	Raw (unmanufactured).	do	N.e.	do	do	Do.
16	Cloths—Colored.	10 per ct.	35 per ct.	25 per ct.	do	Do.
17	Uncolored.	do	N.e.	Free	do	Do.
18	Wearing apparel.	15 per ct.	16c. per cu. ft.	15 per ct.	15 per ct.	Do.
19	All other.	do	15 per ct.	do	do	Do.
20	Earthenware: Earthen and stone ware.	10 per ct.	Various	do	10 per ct.	Do.
21	China.	do	do	20 per ct.	15 per ct.	Do.
22	Glass and glassware: Window glass.	do	do	do	do	Do.
23	All other.	do	do	do	do	Do.
24	Iron and steel:	\$2.43 per ton	Free	Free	Free	Do.
25	Pig iron.	10 per ct.	10 per ct.	do	15 per ct.	Do.
26	Cutlery.	do	35 per ct.	20 per ct.	5 per ct.	Do.
27	Machinery, n. e. s.	do	\$1.82 per cwt.	49c. per cwt.	do	61c. per cwt.
28	Nails and spikes—	do	\$3.41 per cwt.	do	do	Do.
29	Cut.	Free	Free	Free	Free	Free.
30	Wire, wrought, horseshoe, and other, including tacks.	do	do	do	do	Do.
31	Plates and sheets of iron.	10 per ct.	do	do	do	10 per ct.
32	steel.	Free	do	do	do	Do.
33	Railroad bars or rails of iron.	10 per ct.	do	do	5 per ct.	Do.
34	steel.	10 per ct.	do	do	do	Do.
35	Saws and tools.	do	35 per ct.	25 per ct.	Free	Do.
36	Sewing machines, and parts of.	do	do	do	5 per ct.	20 per ct.
37	Steam engines, and parts of—	do	do	do	15 per ct.	Free.
38	Locomotive engines.	do	do	do	do	Free.
39	Stationary engines.	do	do	do	do	Free.
40	Leather, and manufactures of:	do	do	do	do	Free.
41	Buff, grain, splits, etc.	do	do	do	do	Free.

36	Patent.....	do	do	do	do	do	Do.
37	Sole.....	do	do	do	do	do	Do.
38	Other leather.....	do	do	do	do	5 per ct	Do.
39	Boots and shoes.....	do	do	do	do	15 per ct	20 per ct.
40	Musical instruments:						
41	Organs.....	15 per ct	25 per ct	25 per ct	15 per ct	do	Do.
42	Pianofortes.....	do	Upright, \$24.33; Grand, \$73 each.	do	do	do	Do.
43	All other, and parts of.....	do	25 per ct	do	do	do	Do.
44	Naval stores: Rosin.....	Free	Free	do	Free	5 per ct	Free.
45	Tar.....	do	do	do	do	do	Do.
46	Turpentine and pitch.....	do	do	do	do	do	Do.
47	Mineral oil: Naphthas.....	12c. per gall.	Free	do	12c. per gall.	8.25c. per gall.	12c. per gall.
48	Illuminating.....	do	do	do	do	do	Do.
49	Lubricating.....	10 per ct	do	do	10 per ct	do	Do.
50	Cotton-seed oil.....	do	12c. per gall.	do	do	15 per ct	30c. per gall.
51	Paints and painters' colors.....	\$7.30 to \$14.60 per ton.	\$9.73 to \$19.46 per ton.	do	24 to 97c. per cwt	10 per ct	1c. per lb.
52	Paper, and manufactures of:						
53	Paper hangings.....	10 per ct	Free	do	10 per ct	15 per ct	20 per ct.
54	Writing paper and envelopes.....	do	do	do	do	do	5 per ct.
55	Provisions: Beef, canned.....	1c. per lb.	4c. per lb.	do	4c. per lb.	0.75c. per lb.	10 per ct.
56	Dairy products—Butter.....	4c. per lb.	do	do	do	4c. per lb.	4c. per lb.
57	Cheese.....	10 per ct	6c. per lb.	do	8c. per lb.	6c. per lb.	Do.
58	Soap: Toilet or fancy.....	4c. per lb.	8c. per lb.	do	2c. per lb.	20 per ct	6c. per lb.
59	Other.....	73c. per cwt	4c. per lb.	do	2c. per lb.	\$1.22 per cwt.	2c. per lb.
60	Spirits, distilled: Alcohol.....	\$3.41 per pf. gall.	\$3.65 per pf. gall.	do	\$3.65 per pf. gall.	\$3.89 per pf. gall.	\$3.65 per pf. gall.
61	Brandy.....	do	do	do	do	do	Do.
62	Rum.....	do	do	do	do	do	Do.
63	Whisky.....	do	do	do	do	do	Do.
64	All other.....	do	do	do	do	do	Do.
65	Sugar, refined.....	\$1.62 per cwt.	\$1.46 per cwt.	do	73c. per cwt	97c. per cwt	2c. per lb.
66	Tobacco, and manufactures of:						
67	Leaf.....	24c. per lb.	24c. per lb.	do	38.25c. per lb.	49c. per lb.	85c. per lb.
68	Stems and trimmings.....	do	do	do	do	do	Do.
69	Cigars.....	\$1.46 per lb	\$1.46 per lb	do	\$1.52 per lb	\$1.46 per lb.	\$1.70 per lb.
70	Cigarettes.....	do	do	do	do	do	Do.
71	All other.....	73c. per lb.	73c. per lb.	do	67c. per lb.	73c. per lb.	73c. per lb.
72	Wood, and manufactures of:						
73	Lumber—Boards, deals, and planks.....	36.5c. per 100 ft	Free	do	36c. per 100 ft	5 per ct	36.5c. per 100 ft.
74	Joists and scantling.....	do	do	do	do	do	Do.
75	Manufactures of—						
76	Doors, sash, and blinds.....	49c. each.	49c. to \$1.22 each	do	Various	20 per ct	20 per ct.
77	Moldings, trimmings, and other house finishings.....	10 per ct	97c. per 100 ft.	do	24c. per 100 ft	5 per ct	Do.
78	Hogsheads and barrels, empty.....	do	35 per ct	do	25 per ct	do	Do.
79	Household furniture.....	do	40 per ct	do	do	20 per ct	Do.
80	Wooden ware.....	do	35 per ct	do	do	5 per ct	Do.
81	All other.....	do	do	do	do	do	Do.

a Coal, small, 73c. ton; round, 97c ton.

Tariffs of foreign countries—Continued.

No.	Articles.	British Australasia—Continued.		Hawaii.	
		New Zealand (Nov., 1891).	Queensland (Dec., 1893).	From United States.	All other.
1	Agricultural implements:				
2	Mowers and reapers, and parts of	Free	15 per ct.	Free	10 per ct.
3	Plows and cultivators, and parts of	do	do	do	Do.
4	All other, and parts of	do	do	do	Do.
5	Animals: Cattle	do	Free	do	Do.
6	Breadstuffs: Corn	18c. per 100 lb.	16c. per bu	do	Do.
7	Wheat	do	8c. per bu	do	Do.
8	Wheat flour	24c. per 100 lb.	49c. per 100 lb.	do	Do.
9	Carriages and horse cars, and parts of	20 per ct.	\$48 to \$146 each	25 per ct.	25 per ct.
10	Cars, passenger and freight, for steam railroads	Free	25 per ct.	Free	10 per ct.
11	Clocks and watches: Clocks	20 per ct.	15 per ct.	10 per ct.	Do.
12	Watches	Free	do	do	Do.
13	Coal	Free	49c. per ton	Free	Free.
14	Cotton, and manufactures of:				
15	Raw (unmanufactured)	do	15 per ct.	do	10 per ct.
16	Cloths—Colored	10 per ct.	5 per ct.	do	Do.
17	Uncolored	do	do	do	Do.
18	Wearing apparel	25 per ct.	do	do	Do.
19	All other	20 per ct.	do	do	Do.
20	Earthenware: Earthen and stone ware	do	25 per ct.	10 per ct.	Do.
21	China	do	do	do	Do.
22	Glass and glassware: Window glass	49c. per 100 ft.	15 per ct.	do	Do.
23	All other	15 per ct.	25 per ct.	do	Do.
24	Iron and steel:				
25	Pig iron	Free	Free	Free	Do.
26	Cutlery	20 per ct.	15 per ct.	do	Do.
27	Machinery, n. e. s.	do	25 per ct.	do	Do.
28	Nails and spikes—				
29	Cut	49c. per cwt.	73c. per cwt.	do	Do.
30	Wire, wrought, horseshoe, and other, including tacks	do	do	do	Do.
31	Plates and sheets of iron	Free	Free	do	Do.
32	steel	do	do	do	Do.
33	Railroad bars or rails of iron	do	do	do	Do.
34	steel	do	do	do	Do.
35	Saws and tools	20 per ct.	do	do	Do.
36	Sewing machines, and parts of	do	do	do	Do.
37	Steam engines, and parts of—Locomotive engines	Free	25 per ct.	do	Do.
38	Stationary engines	do	do	do	Do.
39	Leather, and manufactures of:				
40	Buff, grain, splits, etc.	1c. per lb.	8c. per lb.	do	Do.
41	Patent	Free	Free	do	Do.
42	Sole	0.5c. per lb.	8c. per lb.	do	Do.
43	Other leather	do	do	do	Do.
44	Boots and shoes	20 per ct.	Various	do	Do.

40	Musical instruments: Organs	do	\$14.59 each	10 per ct. <i>a</i>	Do.
41	Pianofortes	do	Upright, \$29.19; Grand, \$58.39 each.	do. <i>a</i>	Do.
42	All other, and parts of	do	25 per ct.	do. <i>a</i>	Do.
43	Naval stores: Rosin	Free	24c. per cwt.	Free	Do.
44	Tar	do	Free	do	Do.
45	Turpentine and pitch	do	do	do	Do.
46	Mineral oil: Naphthas	12c. per gall	12c. per gall	do	Do.
47	Illuminating	do	do	do	Do.
48	Lubricating	Free	do	do	Do.
49	Cotton-seed oil	12c. per gall	do	do	Do.
50	Paints and painters' colors	49c. per cwt.	73c. per cwt.	do	Do.
51	Paper, and manufactures of:				
52	Paper hangings	15 per ct	15 per ct.	do	Do.
53	Writing paper and envelopes	15 per ct. and free	5 per ct. and free	do	Do.
54	Provisions: Beef, canned	20 per ct.	4c. per lb.	do	Do.
55	Dairy products—Butter.	do	6c. per lb.	do	Do.
56	Cheese	do	8c. per lb.	do	Do.
57	Soap: Toilet or fancy	25 per ct.	6c. per lb.	do	Do.
58	Other	\$1.22 per cwt.	\$2.43 per cwt.	do	Do.
59	Spirits, distilled: Alcohol	\$3.65 per pf. gall	\$3.41 per pf. gall	\$10 per gall. <i>b</i>	\$10 per gall. <i>b</i>
60	Brandy	do	do	do	Do.
61	Rum	do	do	do	Do.
62	Whisky	do	do	do	Do.
63	All other	do	do	do	Do.
64	Sugar, refined	0.25c. per lb.	\$1.22 per cwt.	Free	10 per ct.
65	Tobacco, and manufactures of:				
66	Leaf	36.5c. per lb.	49c. per lb.	do	15 per ct.
67	Stems and trimmings	do	do	do	Do.
68	Cigars	\$1.70 per lb.	\$1.46 per lb.	do	\$10 per M.
69	Cigarettes	do	do	do	Do.
70	All other	49c. per lb.	73c. per lb.	do	15 per ct.
71	Wood, and manufactures of:				
72	Lumber—Boards, deals, and planks	49c. per 100 ft.	36.5c. per 100 ft.	do	10 per ct.
73	Joists and scantling	do	do	do	Do.
74	Manufactures of—				
75	Doors, sash, and blinds	49c. each	97c. each	do	Do.
76	Moldings, trimmings, and other house finishings	15 per ct.	25 per ct.	do	Do.
	Hogsheads and barrels, empty	do	do	do	Do.
	Household furniture	25 per ct.	do	do	Do.
	Wooden ware	20 per ct.	do	do	Do.
	All other	15 per ct.	do	do	Do.

a If wood or wood and metal, free under treaty, unless carved or plated.

b Alcohol and other spirits of the strength of alcohol.

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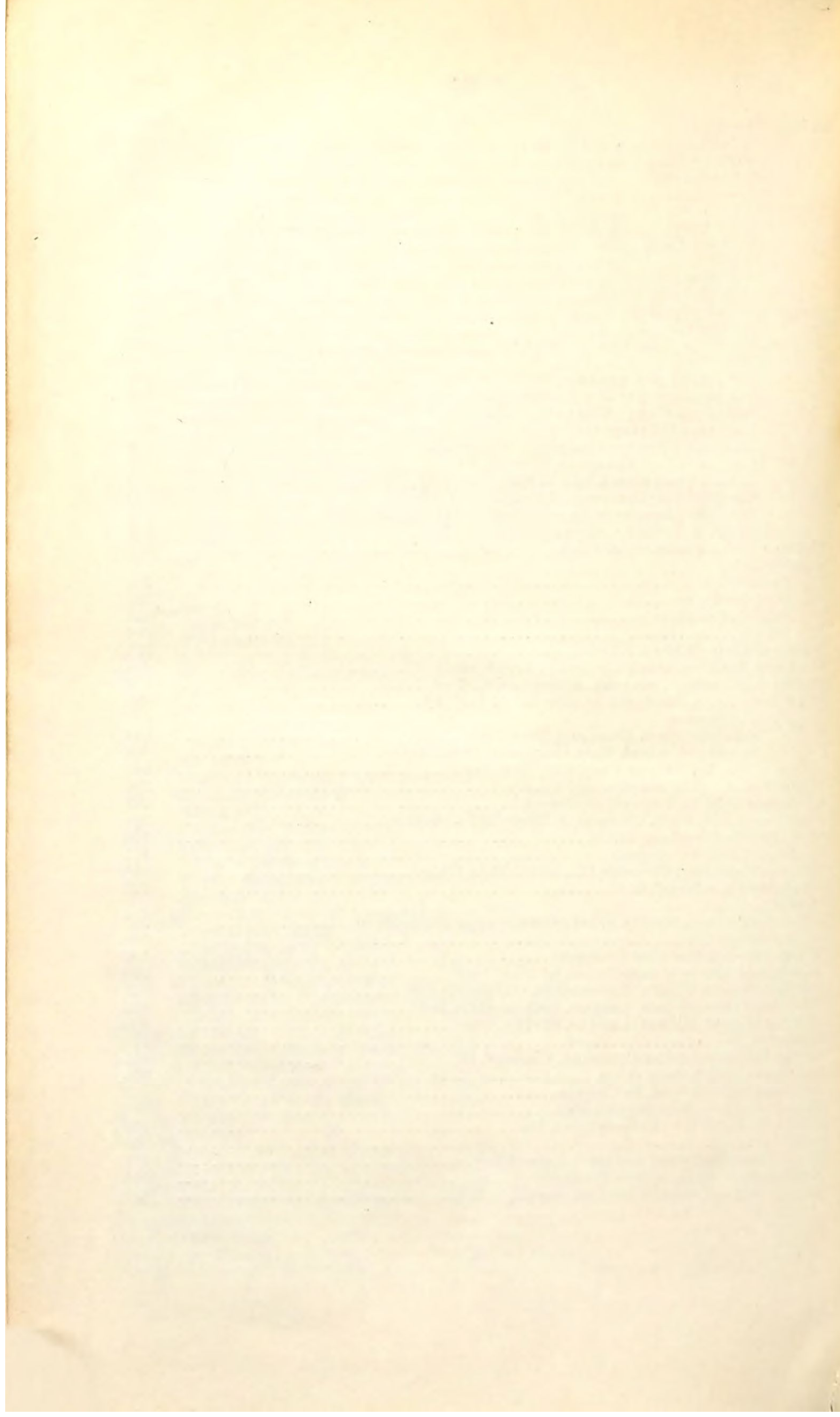
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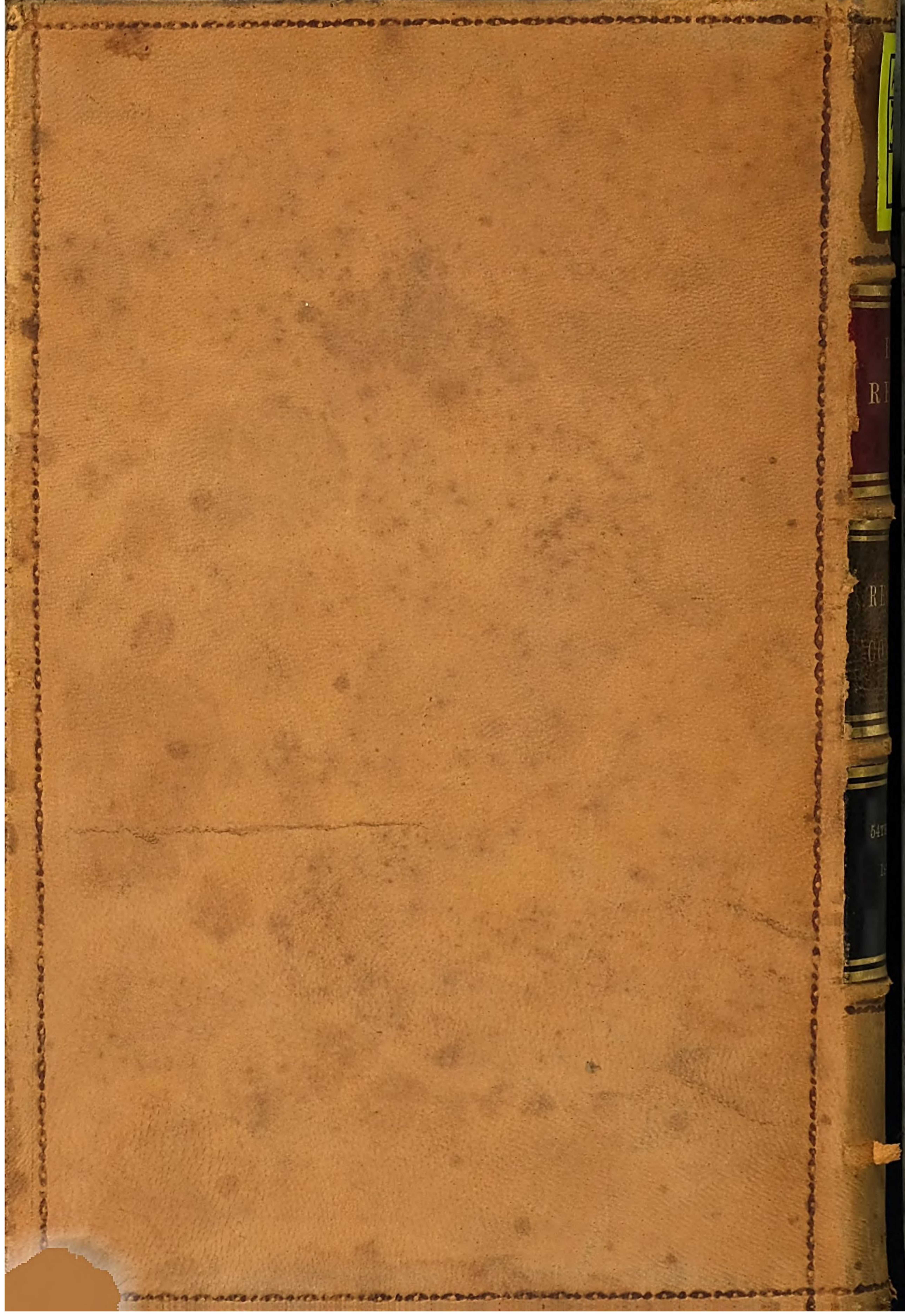
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